

Subject card

Subject name and code	Communication in International Business, PG_00121892						
Field of study	International Economic Relations						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2026/2027		
Education level	undergraduate studies	Subject group			Obligatory subject group in the field of study		
Mode of study	full-time studies	Mode of delivery			at the university		
Year of study	3	Language of instruction			Polish		
Semester of study	5	ECTS credits			4.0		
Learning profile	academic	Assessment form					
Conducting unit	Zakład Handlu Zagranicznego -> Katedra Biznesu Międzynarodowego -> Faculty of Economics -> Rektor						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Monika Grottel				
	Teachers		dr Monika Grottel dr hab. Joanna Bednarz				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	The student will learn strategies, channels and styles of communication, principles of verbal and non-verbal communication, and the essence of limitations and barriers to communication in a culturally diverse international team. Student will learn about the practice of communication in business: when preparing commercial arguments, advertising materials (business cards), presentations, public speeches, the recruitment process, and during sales meetings.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student has knowledge about a person as an individual conducting interpersonal and business communication, making economic decisions, working in enterprises or running an individual business.	[SW1] oral statement/ conversation/discussion [SW2] presentation/project/paper/ report
	[MSG3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	The student is ready to think, communicate and act in an entrepreneurial way.	[SK2] presentation/project/paper/ report [SK5] implementation of a problem task
	[MSG3_U09] can communicate in an international and culturally diverse environment, using the terminology of international economic relations (in connection with the chosen speciality within the field of International Economic Relations)	The student is able to communicate in an international and culturally diverse environment, using concepts from the field of international economic relations and international business.	[SU1] oral statement/conversation/ discussion [SU2] presentation/project/paper/ report
[MSG3_U13] can prepare presentations and oral speeches on selected specific problems concerning international economic relations (in connection with the chosen speciality within International Economic Relations), using basic theoretical approaches, specialist terminology, principles of collecting data from various sources, their description and interpretation, and drawing conclusions based on scientific literature	The student has the ability to prepare presentations and oral speeches in Polish and English on selected detailed issues in the field of business communication, taking into account differences occurring on the international market.	[SU2] presentation/project/paper/ report	
Subject contents	<ol style="list-style-type: none"> 1. Theoretical foundations of communication: definition of communication, communication process and its participants, features and conditions of effective communication, definition and rules of formulating a message, forms of information exchange. 2. Communication strategies and channels: mass communication, group communication, individualized communication, personal communication, impersonal communication, participation of the senses in the communication process. 3. Principles of verbal communication: semantic principles of transmitting a message, secrets of careful listening 4. Principles of non-verbal communication: non-verbal communication channels - body language, errors in non-verbal communication. 5. Communication styles and types of attitudes in the communication process: aggressive, submissive, assertive attitude. 6. Disruptions and barriers in the communication process: semantic, psychological, environmental and physical barriers, conflict and ways to solve it. 7. Manipulation and influence in the communication process: the influence of emotions on the communication process, place and time as tools of manipulation, the role of social media. 8. The importance of the brain and ear in business communication, hemisphericity, commercial argumentation. 9. How to speak in public? 10. Rules for preparing a good multimedia presentation. 11. Communication during recruitment. 12. Communication in the employee group, business meetings, business ethics. 13. Communication and the image of the company. 14. Golden rules of communication. 		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	attendance and activity in classes	51.0%	40.0%
	prezentacja projektu grupowego	51.0%	40.0%
	teamwork	51.0%	20.0%

Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. Ch. Hamilton, <i>Skuteczna komunikacja w biznesie</i>, Wydawnictwo Naukowe PWN, Warszawa 2011. 2. <i>Komunikowanie się w biznesie międzynarodowym</i>, red. H. Mruk, Akademia Ekonomiczna w Poznaniu, Poznań 2002. 3. E. Meyer, <i>The Culture Map</i>, Public Affairs, 2016.
	Supplementary literature	<ol style="list-style-type: none"> 1. <i>Business Communication for Success</i>, https://open.lib.umn.edu/businesscommunication/. 2. Ł. Dabrowski, <i>Tajniki wystąpień publicznych, 101 porad dla prezenterów</i>, Helion, Gliwice 2012. 3. J. Wozniak, <i>Neuromarketing 2.0. Wygraj wojnę o umysł klienta</i>, Helion, Gliwice 2012. 4. A. Dudziak, <i>Komunikacja interkulturowa w biznesie międzynarodowym</i>, online: file:///C:/Users/m.grottel/Downloads/12912-12688.pdf. 5. M. Markiewicz, J. Bednarz, <i>Application of Case Study Method. Conditionings and Benefits</i>, [w:] <i>Innovative Tools for Facilitated Transfer of Entrepreneurial Skills and Knowledge</i>, red. W. Bizon, A. Poszewiecki, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2013, s. 43-54. 6. M. Markiewicz, J. Bednarz, <i>Znaczenie metody case study w kreowaniu postaw przedsiębiorczych studentów i absolwentów szkół wyższych</i>, [w:] <i>Efektywność innowacyjnych narzędzi dydaktycznych w procesach kształtowania postaw przedsiębiorczych</i>, red. W. Bizon, A. Poszewiecki, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2013, s. 103-118.
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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