

Subject card

Subject name and code	International Economic Diplomacy, PG_00187221						
Field of study	International Business						
Date of commencement of studies	October 2026		Academic year of realisation of subject		2026/2027		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Subject group related to scientific research in the field of study		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		English		
Semester of study	2		ECTS credits		4.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Department of Sustainable Market Processes -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Renata Orłowska				
	Teachers		dr Renata Orłowska				
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	30.0	0.0	60
	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	60		0.0		40.0	100
Subject objectives	The aim of the classes is to provide students with practical knowledge and skills in the field of international economic diplomacy, with particular emphasis on decision-making processes, trade policy formulation, and the representation of interests by states and other actors in international economic relations. Students analyse the functioning of the World Trade Organization (WTO), the principles of the multilateral trading system, trade negotiation processes, and contemporary challenges related to global economic governance. Through the classes, students develop their ability to analyse trade policies, interpret international regulations, and assess their impact on international trade and business activities. The aim of the project is to prepare an analytical report concerning a selected issue, country, market, industry, or economic phenomenon examined from the perspective of international economic diplomacy. The project constitutes a continuation of the Global Business Observation Project (GBOP) Part I – Global Business Intelligence Report developed during the International Business course. Its purpose is to deepen previous analyses by examining the impact of trade policies, WTO regulations, negotiation processes, and global governance institutions on international business and the global economy. The final outcome of the project is the Global Trade & Economic Diplomacy Report.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[IBMU2_K04] is ready to assume leadership roles and share responsibility for the implementation of complex projects in an international environment.	The student is prepared to cooperate with representatives of different countries, organizations, and business communities, and to responsibly engage in processes related to international economic cooperation.	[SK1] oral statement/conversation/discussion [SK2] presentation/project/paper/report
	[IBMU2_W07] knows and understands the legal and cultural determinants of activity in international business, including the principles of intellectual property protection and the importance of managing intangible assets in the international environment	The student knows and understands the legal and institutional framework governing the international trading system, with particular emphasis on WTO rules and regulations and their implications for business activities and international economic cooperation.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[IBMU2_W04] knows and understands in an advanced manner contemporary theories of international business and international economics, including the differences between their main schools of thought, the principal trends in their development, and their implications for economic practice.	The student knows and understands contemporary concepts and approaches to international economic diplomacy and their role in shaping trade policy and international economic cooperation.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[IBMU2_U05] can communicate in an international and culturally diverse environment using specialist terminology in international business, and conduct substantive academic or professional debates.	The student is able to communicate in an international environment using specialized terminology in economic diplomacy and international economic relations, and to participate in debates and negotiations on trade policy and international cooperation.	[SU1] oral statement/conversation/discussion

Subject contents	CLASSES – 30 HOURS 1. Introduction to the Course (4h) a) presentation of the course syllabus, assessment requirements and course organisation, b) analysis of the concept of international economic diplomacy, its actors and types, c) discussion and case study. 2. Introduction to the WTO: From GATT to WTO (2h) a) analysis of the evolution of the multilateral trading system, b) comparison of GATT and WTO, c) analysis of selected events shaping the contemporary international trading system. 3. WTO Objectives, Functions and Organisational Structure (3h) a) analysis of WTO objectives and functions, b) identification of the competences of WTO bodies, c) analysis of WTO decision-making procedures. 4. Fundamental Principles of the WTO (2h) a) analysis of WTO principles through case studies, b) analysis of the significance of transparency, reciprocity and flexibility in international trade. 5. Exceptions to WTO Principles and Fair Trade Measures (2h) a) analysis of exceptions to WTO principles, b) identification of conditions for safeguard measures, c) analysis of cases involving dumping, subsidies and countervailing measures. 6. WTO Accession Process (3h) a) analysis of WTO accession procedures, b) identification of requirements imposed on acceding countries, c) case study of a selected accession process. 7. Dispute Settlement in the WTO (4h) a) analysis of WTO dispute settlement procedures, b) identification of actors involved in the process, c) analysis of selected trade disputes, d) assessment of the effectiveness of the WTO dispute settlement mechanism. 8. Multilateral Trade Negotiations (2h) a) analysis of GATT and WTO negotiation rounds, b) identification of countries' negotiating interests, c) analysis of the reasons behind successful and unsuccessful negotiations. 9. WTO Ministerial Conferences, the Trade Facilitation Agreement and Aid for Trade (4h) a) analysis of the outcomes of WTO Ministerial Conferences, b) assessment of the significance of the Trade Facilitation Agreement, c) analysis of the Aid for Trade initiative. 10. Contemporary Challenges in International Economic Diplomacy and Course Assessment (4h) a) analysis of current challenges facing the multilateral trading system, b) discussion on the future of the WTO, c) course assessment in the form of a written test. PROJECT – 30 HOURS Global Business Observation Project – Part II: Global Trade & Economic Diplomacy Report The project constitutes a continuation of the Global Business Observation Project (GBOP) – Part I: Global Business Intelligence Report developed during the International Business course. Student teams continue working on the same project topic, extending the analysis by incorporating the perspective of international economic diplomacy, WTO regulations, global trade governance and trade policy. 1. Introduction to the project and definition of the research problem (3h). 2. Identification of stakeholders and analysis of their interests and relationships (3h). 3. Review of academic literature, WTO reports and institutional documents (4h). 4. Legal and institutional analysis of the selected issue (4h). 5. Political economy analysis and identification of power asymmetries among stakeholders (2h). 6. Trade and economic analysis based on empirical data (3h). 7. Assessment of the impact of the analysed issue on international trade and economic diplomacy (3h). 8. Development of future scenarios (2h). 9. Formulation of strategic recommendations (2h). 10. Preparation of the final report, Executive Summary and project presentation (4h). The final output of the project is a Global Trade & Economic Diplomacy Report accompanied by a presentation of findings.
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Prerequisites and co-requisites	Entry requirements		
	Knowledge of fundamental theories and terminology regarding the world economy.		
	Course Completion Requirements		
	A final course grade may be awarded only upon successful completion of all course components, including classes, and the project. Passing each component is a mandatory requirement for passing the course		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	presentation of the group project	51.0%	50.0%
	class activity, discussion	51.0%	10.0%
	written test	51.0%	20.0%
	Project Report	51.0%	20.0%
Recommended reading	Basic literature		R. Orłowska, K. Żołądkiewicz, The New Face of the World Trade Organization, Gdańsk University Press, Gdańsk 2021.
			Woolcock, S., The New Economic Diplomacy: Decision-Making and Negotiation in International Economic Relations, Taylor & Francis, 2025.
			K.Żołądkiewicz, R.Orłowska, International Economic Diplomacy, pdf book prepared under PROUG Project, Sopot 2019
			K.Żołądkiewicz, R.Orłowska, International Economic Diplomacy -Case studies - pdf book prepared under PROUG Project, Sopot 2019
			B.M. Hoekman, M.M. Kostecki, The Political Economy of the World Trading System. The WTO and Beyond, Oxford University Press, New York 2009.
			AID FOR TRADE - in a changing global context, World Trade Organization, 2024, available: https://www.wto.org/english/tratop_e/devel_e/a4t_e/global_review24_e/a4t_global_context_2024_e.pdf
			World Trade Report 2025: Making trade and AI work together to the benefit of all, WTO 2025, availabe at: https://www.wto.org/english/res_e/reser_e/wtr_e.htm
			Statistics databases, https://www.wto.org/english/res_e/statis_e/statis_e.htm
			TBT/SPS notifications http://tbtdims.wto.org/ and http://spsims.wto.org/
			WTO Tariff Download Facility http://tariffdata.wto.org/

	Supplementary literature	R. Orłowska, A. Dorożyńska, WTO plurilateral agreements: a multilateral approach in action, <i>Studia Prawno-Ekonomiczne</i>, vol. 129/2023, 119138. K. Żołądkiewicz, Accession to the WTO. Case: the Russian Federation, "International Journal of Emerging and Transition, Economies", vol. 3, 2010/1, p. 79-93. K. Żołądkiewicz, Some Deficiencies within the WTO System, "Folia Oeconomica Stetinensia", No. 10 (18), 2011/1, p. 78-89. R. Orłowska, K. Żołądkiewicz, A. Dorożyńska, Multiregionalizm: porażka czy sukces Światowej Organizacji Handlu? <i>Studia Prawno-Ekonomiczne</i>, vol. 121/2021 s. 245262.
	eResources addresses	
Example issues/ example questions/ tasks being completed	Project examples: 1: The WTOs primary functions are related to administering WTO trade agreements, forums for trade negotiations, handling trade disputes, monitoring national trade policies, technical assistance and training for developing countries, and cooperation with other international organizations. In your view, where are improvements needed in the WTOs functioning? Why? 2: The World Trade Organization (WTO) was established in 1995, although its roots date back to 1947, with the creation of the General Agreement on Tariffs and Trade (GATT). The WTO is an international organization that deals with trade rules between nations. What are, in your opinion, the WTOs main achievements in its first 25 years of existence, and why? 3: Why do you think a multilateral trading system is needed? Please elaborate. 4: The WTO currently counts 164 Members. Some 20 countries are in various stages of accession process to the organization. What are, in your view, the benefits of WTOs membership? 5: Dispute Settlement Body (DSB) plays an essential role in the WTO. Study the dispute between the US and the EU (case: Boeing vs. Airbus) and present results. 6: The Appellate Body (AB) was a significant achievement in the functioning of the WTO. What are, in your view, the current problems of AB? 7: The WTO recognizes as <i>least-developed countries</i> (LDCs) those countries designated as such by the United Nations. What is the WTO development policy towards these countries? 8: Rationale behind the trade war between the US and China in the context of developing and developed countries. 9: The Doha round was the first under the WTO auspices. How would you explain the fiasco of the Doha Round?	
Work placement	Not applicable	

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