Subject card

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| Subject name and code | International Business Transactions, PG_00188084 | | |
| Field of study | International Business | | |
| Date of commencement of studies | October 2026 | Academic year of realisation of subject | 2028/2029 |
| Education level | Bachelor’s studies | Subject group | Obligatory subject group in the field of study<br>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 | 3 | Language of instruction | English |
| Semester of study | 5 | ECTS credits | 6.0 |
| Learning profile | academic | Assessment form | exam |
| Conducting unit | Division of International Trade -> Department of International Business -> Faculty of Economics -> Rector | | |
| Name and surname of lecturer (lecturers) | Subject supervisor | dr Anna Sperska | |
| | Teachers | | |

| Lesson types | Lesson type | Lecture | Tutorial | Laboratory | Project | Seminar | SUM |
|---|---|---|---|---|---|---|---|
| | Number of study hours | 30.0 | 30.0 | 0.0 | 30.0 | 0.0 | 90 |
| | 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 |
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| | Number of study hours | 90 | 0.0 | 60.0 | 150 |
| Subject objectives | Students will have the possibility to get familiar with all aspects concerning international business transactions. They will know forms of transactions, strategies of entering foreign markets, international trade customs and Incoterms 2020. Students will know clauses of the contract, methods of payment and settlement in international trade as well as organization of export operations in company. | | | | |

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| Learning outcomes | <table><tr><th>Course outcome</th><th>Subject outcome</th><th>Method of verification</th></tr><tr><td>[IBL3_U04] is able to apply legal regulations and standards determining business activity in domestic and international environments.</td><td>the student is able to apply the basic regulations and standards determining international economic transactions. When facing challenges or uncertainties, the student is prepared to seek consultations with the instructor as a form of support in the process of preparing for the written exam.</td><td>[SU4] test/exam - oral or written</td></tr><tr><td>[IBL3_W06] knows and understands the economic, legal, institutional and ethical conditions determining the functioning of enterprises in the international business environment.</td><td>Knows and understands the relationships and regularities among stakeholders in international business, including economic entities, public institutions, and organizations operating at national, international, and intercultural levels.</td><td>[SW1] oral statement/ conversation/discussion<br>[SW2] presentation/project/paper/ report</td></tr><tr><td>[IBL3_W08] knows and understands the concepts and principles of intellectual property protection and their importance for managing intangible assets of enterprises in the international business environment.</td><td>Knows and understands the principles of economic decision-making by individuals operating within social and business structures.</td><td>[SW4] test/exam - oral or written</td></tr><tr><td>[IBL3_K05] is ready to perform professional roles responsibly, respecting business ethics and applicable standards in the workplace.</td><td>the student is ready to perform his professional role in a responsible manner, observing business ethics and business standards in the work environment</td><td>[SK4] test/exam - oral or written</td></tr></table> |
| Subject contents | 1. Introduction to IBT, the role of exporter and importer<br>2. Foreign trade as a sector of the national economy<br>3. International market<br>4. European Union as the common market<br>5. International trade turnovers<br>6. Phases of the transaction, types of transactions<br>7. Contract<br>8. Negotiations and cultural differences<br>9. International trade customs and practice<br>10. Incoterms 2020<br>11. Transport<br>12. The role of banks in international trade<br>13. Methods of payment and settlement in international trade<br>14. Insurance, arbitration |
| Prerequisites and co-requisites | |

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| Assessment methods and criteria | Subject passing criteria | Passing threshold | Percentage of the final grade |
| | Activity during tutorials | 51.0% | 10.0% |
| | Project | 51.0% | 15.0% |
| | Test | 51.0% | 25.0% |
| | Exam | 51.0% | 50.0% |
| Recommended reading | Basic literature | A. Fornalska-Skurczyńsk, M. Grottel (co-authors), Introduction to International Trade, Gdańsk University Press 2016, ed. A. Fornalska-Skurczyńska, M. Skurczyński<br><br>2. R.H. Folsom, G.M. Wallace, J.A. Spanogle, Principles of International Business Transactions. Trade and Economic<br><br>Relations, Thomson West 2005. | |
| | Supplementary literature | 1. Incoterms 2010. ICC rules for the use of domestic and international trade terms, ,,ICC Publication 2010, No. 715.<br><br>2. Incoterms 2020, ICC Rules for the use of domestic and international trade terms.<br><br>3. Export Marketing of Small and Medium-Sized Enterprises in the South Baltic Region, edited by H.Treder P. Kulawczuk,<br><br>Gdańsk University Press, Gdańsk 2012.<br><br>4. Council Regulation (EEC) No 2913/92 of 12 October 1992 establishing the Community Customs Code (OJ L 302,<br><br>19.10.1992).<br><br>5. A. Watson, Finance of International Trade, Bankers Book Limited, London 1994.<br><br>6. J. Bednarz (co-author), [in:] Rozliczenia międzynarodowe, red. D. Marciniak-Neider, PWE, Warszawa 2011 | |
| | eResources addresses | | |
| Example issues/ example questions/ tasks being completed | | | |
| Work placement | Not applicable | | |

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