

**Subject card**

Subject name and code	eCommerce, PG_00178735						
Field of study	Informatics and Econometrics						
Date of commencement of studies	October 2026	Academic year of realisation of subject				2027/2028	
Education level	Master's studies	Subject group				Optional subject group Subject group related to scientific research in the field of study	
Mode of study	part-time studies	Mode of delivery				at the university	
Year of study	2	Language of instruction				Polish	
Semester of study	4	ECTS credits				5.0	
Learning profile	academic	Assessment form				credit	
Conducting unit	Department of Business Informatics -> Faculty of Management -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Natalia Michalek				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	8.0	24.0	0.0	0.0	0.0	32
	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	32		2.0		91.0	125
Subject objectives	The aim of the course is to acquire in-depth and useful expertise in doing business in a digital environment, covering not only online sales but also other key areas of modern online organisations. Participants in the course will acquire competences in planning, implementing and managing business processes using information and communication technologies (ICT). Particular emphasis is placed on strategic, technological, operational, security, legal and marketing aspects of e-business, as well as the integration of digital tools in areas such as customer service, logistics, knowledge management and B2B/B2C cooperation. The learning outcome is also the ability to analyse e-business models and their practical application in market conditions.						
Learning outcomes	Course outcome		Subject outcome			Method of verification	
	[[i]EMU2_W01] The student possesses a profound understanding of the nature and evolution of theories in management, quality sciences, economics, and finance. They know these fields' significance within the broader social sciences. Additionally, the student learns the main trends in developing informatics and statistics tools.		The student has knowledge in the field of digital business, business models and processes, as well as knowledge in the area of security and legal aspects related to doing business in a digital environment, with particular emphasis on the use of IT tools.			[SW4] test/exam - oral or written [SW2] presentation/project/paper/report	
	[[i]EMU2_U06] Students can utilize structured and detailed knowledge of management, quality sciences, economics, and finance to address dilemmas and develop innovative solutions for complex or unusual problems that arise in professional settings.		The student is able to design his/her own e-business, including the selection of appropriate technology, the planning of sales processes and marketing activities, the handling of orders, customers and logistical aspects, with particular emphasis on the use of various IT tools.			[SU2] presentation/project/paper/report	

Subject contents	<ol style="list-style-type: none"> <li>1. Definition and essence of digital business. Introduction to e-business, basic concepts, sales models.</li> <li>2. Sub-statutory legal aspects of running a digital business, including consumer and data protection (RODO).</li> <li>3. Security and continuity of e-business operations with particular emphasis on infrastructure and data security.</li> <li>4. Creating your own e-business including choice of technology and tools, interface design, information architecture and sales processes.</li> <li>5. Marketing activities and strategies (omnichannel vs. multichannel vs. cross-channel). Customer acquisition. Marketing automation. Analytical tools and performance measurement.</li> <li>6. Handling e-business orders and customers. Logistics and warehousing, dropshipping.</li> <li>7. Overview of the digital business market in Poland and worldwide.</li> <li>8. Automation of business processes. The role of AI in e-business.</li> </ol>		
Prerequisites and co-requisites	The student should have a basic knowledge of digital business and social media.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Credit project	51.0%	50.0%
	Written test	51.0%	50.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> <li>1. Author's teaching materials (lecture and laboratory) of the instructors.</li> <li>2. Chaffey D., Digital Business and E-commerce Management, Wydawnictwo Naukowe PWN, Warsaw 2016.</li> <li>3. Karwatka P. et al, Technology in ecommerce. Theory and Practice. A manager's guide, HELION, Gliwice 2013.</li> <li>4. Dębicka O., Borodo A., Winiarski J., Personal data protection in the e-commerce industry in Poland. Studies and Materials of the Institute of Transport and Maritime Trade, 14, 2017, pp. 145-157.</li> </ol>	
	Supplementary literature	N/A	
	eResources addresses		
Example issues/ example questions/ tasks being completed	<ol style="list-style-type: none"> <li>1. Designing your own e-business.</li> <li>2. Design and analysis of the effectiveness of a digital business marketing campaign.</li> <li>3. Comparative analysis of online sales models.</li> <li>4. Analysis of legal aspects of running an e-business.</li> <li>5. Business process automation project.</li> <li>6. Application of artificial intelligence in digital business - case study.</li> </ol>		
Work placement	Not applicable		

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