

**Subject card**

<b>Subject name and code</b>	Mergers and Acquisitions, PG_00199252						
<b>Field of study</b>	International Economic Relations						
<b>Date of commencement of studies</b>	October 2026	<b>Academic year of realisation of subject</b>			2028/2029		
<b>Education level</b>	Bachelor's studies	<b>Subject group</b>			Obligatory subject group in the field of study Optional subject group Subject group related to scientific research in the field of study		
<b>Mode of study</b>	full-time studies	<b>Mode of delivery</b>			at the university		
<b>Year of study</b>	3	<b>Language of instruction</b>			Polish		
<b>Semester of study</b>	6	<b>ECTS credits</b>			2.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>	Department of International Business -> Faculty of Economics -> Rector						
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr Magdalena Markiewicz				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	0.0	15.0	0.0	15.0	0.0	30
	E-learning hours included: 0.0						
<b>Learning activity and number of study hours</b>	<b>Learning activity</b>	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	<b>Number of study hours</b>	30		0.0		20.0	50
<b>Subject objectives</b>	The aim of the course is to familiarize students with the principles of M&A, the use of financial transactions, including in particular forms of financing. Students will learn the essence of merger transactions and their impact on the development of enterprises and perform analyses of data on financial results achieved within merger transactions.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_W12] has a knowledge of the nature, functioning and sources of changes occurring in the structures of economic entities and organisations (in particular those which operate on the international market); understands the causes, course, scale and consequences of these changes	A student analyzes the determinants and consequences of financial processes, collects and measures statistical data and economic indicators, and makes predictions about the development of the M&A transaction and post-merger integration.	[SW4] test/exam - oral or written [SW1] oral statement/conversation/discussion [SW2] presentation/project/paper/report
	[MSG3_W07] has knowledge and understanding of the types of economic ties and regularities governing them, including the principles of functioning of the market and the market mechanism, both in the national and international aspect	A student properly uses terms and definitions concerning the subject. Students can interpret the data needed to evaluate the use of specific ownership strategies or the amount of financial leverage so they know how to solve the dilemmas emerging professionally. In the course of deriving conclusions from the analysis, the student uses terminology specific to M&A, using a variety of international sources of data. The student deepens this knowledge during office hours.	[SW2] 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 theoretical approaches, specialist terminology, principles of collecting data from various sources, their description and interpretation, and drawing conclusions based on scientific literature	Students can prepare an in-depth analysis of a case presented to a group.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report
	[MSG3_U07] can perform commercial transactions on the international market, select and apply appropriate forms of transaction settlement, analyse and critically assess the course of transactions	The student properly interprets the motives of M&A and uses a theoretical background in empirical tests of M&A performance.	[SU1] oral statement/conversation/discussion [SU2] presentation/project/paper/report [SU5] implementation of a problem task
	[MSG3_K03] participates in the preparation of economic and social projects; can reconcile legal, economic, ecological, political and social requirements	Students will prepare practical presentations concerning practical issues and market examples.	[SK2] presentation/project/paper/report
Subject contents	<ol style="list-style-type: none"> <li>1. Mergers and acquisitions from the perspective of a company and an investment bank.</li> <li>2. Types of mergers and acquisitions: horizontal, vertical and conglomerate. Other classifications of mergers and acquisitions. Stages of mergers and acquisitions.</li> <li>3. Motives and strategies in mergers and acquisitions. Operational, market and financial motives.</li> <li>4. Estimating the value of the transaction.</li> <li>5. Elements of due diligence analysis (legal, operational and managerial).</li> <li>6. Comparative analysis of profitability and financial results before and after the merger.</li> <li>7. Factors of success and failure of mergers and acquisitions - transaction analysis.</li> </ol>		
Prerequisites and co-requisites	Knowledge of macroeconomics, microeconomics and the functioning of financial markets, in particular capital and money markets.		

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Problem solving	51.0%	30.0%
	Final written test	51.0%	30.0%
	Preparation of a presentation related to the selected M&A case study and presentation of the results, along with participation in the discussion accompanying the presentation	51.0%	40.0%
Recommended reading	Basic literature	<p>1. Fuzje i przejęcia międzynarodowe w sektorze bankowym, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2021.</p> <p>2. Współczesna bankowość inwestycyjna, red. A. Szelągowska, CedeWu, Warszawa 2009.</p> <p>3. P. Niedziółka, Bankowość inwestycyjna, Difin, Warszawa 2015.</p> <p>4. M. Markiewicz, U. Opacka, Bankowość inwestycyjna, [w:] Finanse, bankowość oraz rynki finansowe, red. E. Pietrzak, M. Markiewicz, Wydawnictwo Uniwersytetu Gdańskiego, Sopot 2006 lub późniejsze, rozdz. 6.</p> <p>5. Finanse międzynarodowe, red. M. Markiewicz, U. Mrzygłód, PWE, Warszawa 2015, rozdz. 11.</p>	
	Supplementary literature	Articles recommended by the lecturer.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	Assess the use of negotiation options based on the expectations of the transaction parties regarding elements such as share exchange ratio, voting share, number of shares, profits resulting from the merger, and shareholder expectations.		
Work placement	Not applicable		

Document generated electronically. Does not require a seal or signature.