

**Subject card**

<b>Subject name and code</b>	Procedures of International Business, PG_00199289						
<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>			1.0		
<b>Learning profile</b>	academic	<b>Assessment form</b>			credit		
<b>Conducting unit</b>							
<b>Name and surname of lecturer (lecturers)</b>	<b>Subject supervisor</b>		dr Tomasz Nowosielski				
	<b>Teachers</b>						
<b>Lesson types</b>	<b>Lesson type</b>	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	<b>Number of study hours</b>	15.0	0.0	0.0	0.0	0.0	15
	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>	15		2.0		8.0	25
<b>Subject objectives</b>	The aim of the course is to provide an overview of the characteristics of the functioning of foreign trade as a market mechanism for the realisation of commodity and property flows.						
<b>Learning outcomes</b>	<b>Course outcome</b>		<b>Subject outcome</b>			<b>Method of verification</b>	
	[MSGL3_W16] has an advanced knowledge and understanding of the principles of entering into and conducting business transactions on the international market		The student has knowledge of the principles of commercial transactions, ancillary contracts and conditions of performance of forwarding contracts, together with the principles of use of transport and forwarding documentation.			[SW4] test/exam - oral or written	
<b>Subject contents</b>	<p>1. Definition, features of foreign trade - introductory activity</p> <p>2. Benefits of international trade</p> <p>3. Entities and intermediaries involved in foreign trade</p> <p>4. Mechanisms and tools for regulating international trade markets</p> <p>5. Business as a participant in foreign trade - organisation, market relations, industry specifics</p> <p>6. Pre-trade procedures and conclusion of transactions in foreign trade</p> <p>7. Customs procedures</p> <p>9. Transport and insurance procedures in foreign trade</p>						

Prerequisites and co-requisites	MacroeconomicsFinance		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Credit test and class activity	51.0%	100.0%
Recommended reading	Basic literature	1. <i>Handel zagraniczny. Organizacja i technika</i> , pod red. J. Rymarczyka, PWE, Warszawa 2017.  2. <i>Handel zagraniczny. Studia przypadków</i> , pod red. B. Stępień, PWE, Warszawa 2016.	
	Supplementary literature	1. E. Gostomski , T. Nowosielski, <i>Międzynarodowy handel morski</i> , WUG, Gdańsk 2020.  2. J. Bednarz E. Gostomski, <i>Działalność małych i średnich przedsiębiorstw na rynkach zagranicznych</i> , WUG, Gdańsk 2009.	
	eResources addresses		
Example issues/ example questions/ tasks being completed	The essence and characteristics of foreign trade.Characteristics of the mechanisms and components of international trade.The role of trade intermediaries in foreign trade.Principles and tools of regulation of international trade markets (financial and commodity).The role of customs and customs procedures in foreign trade.		
Work placement	Not applicable		

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