

Subject card

Subject name and code	Managerial Economics, PG_00199292						
Field of study	Economics						
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			Polish		
Semester of study	1	ECTS credits			6.0		
Learning profile	academic	Assessment form			exam		
Conducting unit	Department of Microeconomics -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Sylwia Machowska-Okrój				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	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	30		4.0		116.0	150
Subject objectives	The aim of the course is to familiarise students with the essence of decision-making problems and methods of making optimal decisions from the point of view of a business entity in a market economy.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONMU2_W05] has a knowledge of the human being as a manufacturer and consumer and has a knowledge of the human being as a creator of culture and social structures	Understands the process of optimising the bottom line that the model entrepreneur aims to achieve.	[SW4] test/exam - oral or written [SW5] implementation of a problem task
	[EKONMU2_W11] knows the detailed principles of establishing and developing forms of individual entrepreneurship, using the knowledge of economics, finance and management sciences	Characterises models and procedures for the development of the enterprise.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[EKONMU2_K01] recognises the importance of knowledge in the field of economics in the process of identifying and solving economic problems and of consulting experts when having difficulties in solving them independently	Acquires the competences and skills to be a manager. Learns to take responsibility for decisions. Applies knowledge and skills in independent work.	[SK1] oral statement/conversation/ discussion
	[EKONMU2_K02] is aware of the level of their knowledge in the area of solving complex problems in economic; understands the need to extend and update this knowledge throughout his/her life	Understands the need to complement knowledge and skills throughout life.	[SK1] oral statement/conversation/ discussion
	[EKONMU2_K05] correctly identifies, diagnoses and solves advanced dilemmas and alternative solutions related to the profession	The student is able to use advanced economic analysis tools and management techniques to identify, analyse and solve economic problems. Deepens knowledge by solving problems outside of classes and consulting with the instructor.	[SK4] test/exam - oral or written [SK5] implementation of a problem task
	[EKONMU2_U03] can analyse causes and course of economic and social processes and phenomena, formulate his/her own opinions on the subject, construct research hypotheses, and select and apply methods of their verification	He is able to identify the various markets and verify the economic situation of the entrepreneur.	[SU1] oral statement/conversation/ discussion [SU4] test/exam - oral or written
	[EKONMU2_U07] can independently propose solutions to complex economic or social problems, select methods of analysis and conduct conclusive procedures in this respect	Knows how to collect, analyse and interpret economic data in order to make sound managerial decisions. Deepens knowledge by solving problems outside of classes and consulting with the instructor.	[SU4] test/exam - oral or written [SU5] implementation of a problem task
	[EKONMU2_U01] can creatively interpret and explain economic and social phenomena and relations between them, using acquired knowledge of economics, finance and management sciences	The student has the ability to solve economic problems creatively and effectively using methods of marginal calculus, forecasting and linear programming.	[SU4] test/exam - oral or written [SU5] implementation of a problem task
	[EKONMU2_U08] can independently analyse economic and social phenomena and processes, and can perform a theoretically deepened assessment of such phenomena, using appropriately selected research method	Uses analytical tools, is able to use analytical tools and computer programmes to support decision-making processes, such as spreadsheets, mathematical models. Deepens knowledge by solving problems outside of classes and consulting with the instructor.	[SU4] test/exam - oral or written [SU5] implementation of a problem task
	[EKONMU2_W06] has an in-depth understanding of statistical and econometric methods and tools for describing and modelling macro- and microeconomic economic structures and public institutions, as well as the processes taking place within them.	Knows the methods and tools to optimise production, price, revenue and the bottom line.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion [SW5] implementation of a problem task

Subject contents	<p>1. The essence and mechanism of managerial decision making.2. Optimal decision making on the basis of marginal calculus.3. Profit maximisation using the equilibrium condition and the marginal profit category.4. Demand as a multivariate function.5. Optimal pricing policy.6. Measures of elasticity of demand and methods of calculating it.7 The evolution of revenue and profit as a function of total and variable costs.8. The relationship between marginal revenue and price elasticity of demand.9. Price elasticity as a forecasting tool. 10. Pricing based on the surplus to cover fixed costs, the optimal marginal cost mark-up and full costs.11. Relationship between price, surplus to cover, sales volume and Edp.12. Price discrimination strategy.13. Creation of demand equations using regression analysis.14. Linear regression using the method of least squares.15. multivariate regression used to obtain a more accurate forecast.16. Interpretation of regression results.17. Structural and unstructured forecasting models.18. time series analysis - extrapolation.19. regression equations including lagged variable.20. Methods of correcting seasonal variations.21 Cost analysis (economic model).22. Costs due to decisions made.25. Relationship between average and marginal costs and marginal and average productivity. 26. Linear programming and sensitivity analysis of linear programming results.</p> <p>Any doubts arising during the implementation of the subject matter or interpretation issues will be resolved during consultations.</p>								
Prerequisites and co-requisites	Basic mathematics, knowledge of microeconomics and macroeconomics.								
Assessment methods and criteria	<table border="1" data-bbox="448 710 1493 779"> <thead> <tr> <th data-bbox="448 710 794 745">Subject passing criteria</th> <th data-bbox="794 710 1141 745">Passing threshold</th> <th data-bbox="1141 710 1493 745">Percentage of the final grade</th> </tr> </thead> <tbody> <tr> <td data-bbox="448 745 794 779">written exam, 60 minutes</td> <td data-bbox="794 745 1141 779">51.0%</td> <td data-bbox="1141 745 1493 779">100.0%</td> </tr> </tbody> </table>			Subject passing criteria	Passing threshold	Percentage of the final grade	written exam, 60 minutes	51.0%	100.0%
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Recommended reading	Basic literature	William F. Samuelson, Stephen G. Marks, <i>Ekonomia Menedżerska</i> , PWE, Warszawa 2009							
	Supplementary literature	<p>1. <i>Ekonomia Menedżerska</i>, praca zbiorowa pod redakcją Stanisława Piochy i Renaty Gabryszak, dla MSP w teorii i praktyce, Difin, Warszawa 20082. Oz Shy, <i>Industrial Organization, Theory and Applications</i>, The MIT Press, 19963. Christelle Gueret, Christian Prins, Marc Sevaux, <i>Applications of optimization with Xpress-MP</i>, Dash Optimization Ltd., 20074. L. M. Froeb, B. T. McCann, <i>Ekonomia menedżerska</i>, PWE, Warszawa 20125. I. Png, D. Lehman, <i>Ekonomia menedżerska</i>, Oficyna, Warszawa 20116. A. Wasniewska, K. Szrzeszewska, <i>Ekonomia menedżerska. Podstawy teoretyczne z zadaniami</i>, Akademia Morska w Gdyni, Gdynia 2012.7. A. Sotek, <i>Optymalne decyzje ekonomia menedżerska w zadaniach</i>, Wyd. Uniwersytet Ekonomiczny w Krakowie, Kraków 2013.</p> <p>Empirical analysis of the relationship between the openness of the economy and economic growth on the example of Poland, Machowska-Okroj Sylwia, <i>Prace Naukowe Uniwersytetu Ekonomicznego We Wrocławiu</i>, 2017, no.489, pp.222-230 Skip to document by digital identifier</p>							
	eResources addresses								

<p>Example issues/ example questions/ tasks being completed</p>	<p>Problem simulation: A company that is a cable TV network operator has experienced continuous subscriber growth over the last 10 quarters. With 500,000 subscribers now, the company wants to know how many customers it can acquire in the next year, in the next two years and in the next five years. The development trend is shaped as shown in the figure (the figure is a given). From the shape of the curve, we conclude that the number of subscribers is increasing, but at a decreasing rate. It is not known whether the decreasing rate will continue in the future. It would be necessary to extrapolate the trend observed so far. Therefore, we need to consider the form of the regression equation. We have the following information: (a) Approximately 98% of customers renew their subscription for the next quarter. (b) The potential size of demand is estimated at 1,000,000 subscribers but the total market is 1,500,000 subscribers. (c) The number of new subscribers registered each quarter represents approximately 8% of the total number of potential customers not yet acquired. On this basis, it can be concluded that the total number of actual subscribers in each quarter is described by the equation: $X_t = a + bX_{t-1}$ Forecasts need to be made.</p>
<p>Work placement</p>	<p>Not applicable</p>

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