

Subject card

Subject name and code	Marketing, PG_00199947						
Field of study	International Economic Relations						
Date of commencement of studies	October 2026	Academic year of realisation of subject			2027/2028		
Education level	Bachelor'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	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			exam		
Conducting unit	Division of Marketing Strategies -> Department of International Business -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Krzysztof Grzelec				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	14.0	14.0	0.0	10.0	0.0	38
	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	38		0.0		87.0	125
Subject objectives	Presenting the company's possibilities of operating in an international environment using various marketing tools. Presenting the possibilities of marketing management of a company in an international environment.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[MSG3_W15] has an advanced knowledge of management of an economic entity on the international market; knows and understands strategies and marketing tools used in this management	The student has advanced knowledge of managing a business entity on the international market	[SW1] oral statement/ conversation/discussion
	[MSG3_W13] has a knowledge of the functioning of business entities in the national and international environment, with particular emphasis on the European Union	The student has structured knowledge about the functioning of business entities in the national and international environment	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[MSG3_W09] has a knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student has knowledge about man as an entity making economic decisions, operating in social structures and organizational units, especially enterprises	[SW1] oral statement/ conversation/discussion
	[MSG3_U03] can identify and analyse relations between economic entities and public institutions in the national and international environment; using the acquired theoretical knowledge can critically evaluate these relations and indicate directions for their further development or changes	The student is able to identify and analyze the relationships between economic entities and public institutions that are part of the national and international environment	[SU1] oral statement/conversation/ discussion [SU4] test/exam - oral or written
	[MSG3_U08] uses methods and computer programmes as well as marketing techniques and tools to acquire and analyse data necessary in his/her professional work to diagnose economic processes and make adequate economic decisions	The student uses basic methods and programs, uses marketing techniques and tools to obtain and analyze data necessary in professional work in order to diagnose economic processes and make appropriate economic decisions	[SU4] test/exam - oral or written
	[MSG3_K04] is ready to think and act in an entrepreneurial manner; adapts to new situations and conditions, undertakes challenges of creative thinking; is resilient to failures; can identify threats and assess the risk of their occurrence	The student is ready to think and act in an entrepreneurial manner	[SK1] oral statement/conversation/ discussion
	[MSG3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	The student correctly identifies, diagnoses and resolves dilemmas and various variants of solutions related to the performance of the profession	[SK4] test/exam - oral or written

Subject contents	<p>1. INTERNATIONAL MARKETING ENVIRONMENT</p> <p>Value added by marketing. Customer needs. Mega trends in market competition. Porters model of 5 forces of competition.</p> <p>2. MARKET SEGMENTATION</p> <p>Segmentation basis. Market selection procedures. Target groups. The concept of market niche.</p> <p>3. COMPETITIVE STRATEGIES</p> <p>The concept of Marketing Mix. SWOT analysis. Ansoff Matrix of market expansion strategies.</p> <p>4. PRODUCT STRATEGY</p> <p>Product development. Product-mix decisions. Stages of product life cycle. BCG matrix</p> <p>5. BRANDING STRATEGY</p> <p>Branding on a global scale. Company culture and style. Building the company's image. Brand positioning. Brand value determinants</p> <p>6. DISTRIBUTION STRATEGY</p> <p>Distribution channels. Direct vs indirect distribution. Growing role of the retailers. New trends in on-line distribution.</p> <p>7. PRICING STRATEGY</p> <p>Factors influencing pricing policy. Fixed and variable costs. Pricing strategies: economy, penetration, market skimming and premium pricing.</p> <p>8. MARKETING OF SERVICES</p> <p>Intangible nature of services. 7P marketing mix. Customer loyalty and loyalty programmes. Net Promoter Score.</p> <p>9. MARKETING COMMUNICATION</p> <p>Communication strategy. Communication mix. Media selection. Unique Selling Proposition. Stages in advertising campaign.</p> <p>10. PUBLIC RELATIONS AND SALES PROMOTION</p> <p>Advertising vs Public Relations. Examples of effective PR campaigns. Sales promotion techniques. Social media as a marketing communication channel.</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			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written exam	51.0%	100.0%

Recommended reading	Basic literature	<p>A.1. used during classes</p> <p>1. P. Kotler, K. Keller, Marketing Management, Pearson, New York 2012, or any edition dated after 2000.</p> <p>2. P. Doyle, Value Based Marketing, Wiley&Sons, 2000.</p> <p>A.2. self-study literature</p> <p>1. P. Kotler, K. Keller, Marketing Management, Pearson, New York 2012, or any edition dated after 2000.</p>
	Supplementary literature	<p>1. J. Pietrzak, Implications of Market Entry Mode on Sales Structure Organization and Competitive Edge in CEE Markets, Proceedings FH Science Day, Shaker Verlag, Aachen 2008.</p> <p>2. Albaum G., Duerr E., Strandskov J. "International Marketing and Export Management", Prentice Hall 2005.</p>
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

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