

Subject card

Subject name and code	Transactions in Seaborne Trade, PG_00199979						
Field of study	International Economic Relations						
Date of commencement of studies	October 2026	Academic year of realisation of subject			2028/2029		
Education level	Bachelor's studies	Subject group			Obligatory subject group in the field of study 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	3	Language of instruction			Polish		
Semester of study	6	ECTS credits			5.0		
Learning profile	academic	Assessment form			exam		
Conducting unit							
Name and surname of lecturer (lecturers)	Subject supervisor		dr Tomasz Nowosielski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	10.0	20.0	0.0	10.0	0.0	40
	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	40		0.0		85.0	125
Subject objectives	The aim of the course is to familiarise students with the principles of concluding various types of contracts that are used during the implementation of transport, loading and trade processes, as well as the applicable commercial and transport documentation, with particular emphasis on the specifics of maritime trade.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[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. The student takes advantage of the opportunity to consult on issues related to the subject.	[SW4] test/exam - oral or written [SW1] oral statement/ conversation/discussion
	[MSGL3_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 has skills that include: identification of commodity markets and adaptation of actions to the conditions currently prevailing in these markets, principles for the construction of commercial contracts, the ability to identify phases of commercial transactions and commercial documentation, the ability to work with commercial, shipping and transport documentation, the use of commercial negotiation mechanisms in the sphere of concluding various types of contracts, recognition of the scope of the transport gestion and the ability to identify the gestor of maritime trade transaction processes, identification of entities participating in transaction processes, including their tasks and functions. The student takes advantage of the opportunity to consult on issues related to the subject.	[SU4] test/exam - oral or written
Subject contents	<p>1 Specifics of commercial contracts. Definition and characteristics of a commercial contract; types of commercial contracts; role of commercial contracts in business; concept of commercial transaction; types of commercial transactions; commercial negotiations</p> <p>2 Characteristics of international trade transactions. Concept of transaction; transaction cycle; specifics of transacting in international trade; characteristics of transaction phases</p> <p>3 Commercial contract; types of contracts; division of contracts; construction of contracts; contract clauses; legal regulations - 1980 Vienna Convention</p> <p>4 Organisation and performance of the transport gestation. The role and tasks of the forwarding agent; characteristics of forwarding and transport services</p> <p>5. transport documents used in land and air transport during the transaction phase</p> <p>6 Transport documents used in irregular sea shipping</p> <p>7 Transport documents used in scheduled maritime shipping</p> <p>8 Multimodal transport - characteristics of multimodal transport (logistical solutions); role of FIATA Multimodal Transport B/L, electronic bill of lading</p> <p>9. customs and insurance issues during the transaction</p>		
Prerequisites and co-requisites	International economic relations. Fundamentals of jurisprudence.		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Examination test and class activity	51.0%	100.0%
Recommended reading	Basic literature	<ol style="list-style-type: none"> 1. Handel zagraniczny. Organizacja i technika, red. J. Rymarczyk, Polskie Wydawnictwo Ekonomiczne, Warszawa 2017. 2. Handel zagraniczny. Poradnik dla praktyków, pod red. B. Stepień, PWE, Warszawa 2015. 3. Gostomski E., Nowosielski T., Międzynarodowy handel morski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2020. 4. Podstawy handlu zagranicznego, pod red. H. Treder, WUG, Gdańsk 2005. 5. Kunert J., Technika handlu morskiego, PWE, Warszawa 1970. 	
	Supplementary literature	<ol style="list-style-type: none"> 1. Organizacja i technika transportu morskiego, pod red. J. Kujawy, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2015. 2. Gostomski E., Nowosielski T., Kierunki rozwoju międzynarodowego handlu morskiego, "Pieniądze i Więź", 2019, nr 2. 3. Nowosielski T., Efektywność lądowo-morskich łańcuchów transportowych, [w:] Kierunki racjonalizacji systemów i procesów logistycznych, Prace Naukowe Wyższej Szkoły Bankowej w Gdańsku, 2012, nr 15. 4. Białecki K., Operacje handlu zagranicznego, Warszawa 2002. 	
	eResources addresses		

Example issues/ example questions/ tasks being completed	Characteristics of economic contracts. Foreign trade contract its constituent elements. Obligation to perform the transport gesture and trade formulas. Implementation of a foreign trade transaction - stages and specifics. The use of individual transport branches in the implementation of a trade transaction.
Work placement	Not applicable

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