

Course title	International Business Transactions						ECTS code	14.3.EM.KL.1110			
							ECTS credits	7			
Name of unit administrating study		IHZ		Field of study		MSG**		Field of specialisation		IB;	
Teaching staff		Joanna Bednarz, Associate Professor ; Monika Grottel, PhD ; Anna Sperska, Ph.D. ; Justyna Biegańska, Ph.D.									
Number of hours											
Lectures	30	Classes	30	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		2 SS1,		
Hours with the participation of the academic teacher (including office hours, exams, others):						78	Semester:		4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):						97	Type of course:		obligatory		
Total number of hours:						175	Language of instruction:		English		
Teaching form		in-class learning									
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Collaborating, group activities,									
Prerequisites (required courses and introductory requirements)											
Required courses		Microeconomics, macroeconomics.									
Introductory requirements		Basic knowledge of macro- and microeconomics.									
Assessment method, forms and criteria											
Assessment method		Exam									
Assessment criteria		Assessment: during classes each student can get 100 points, the final grade will be based on: 1. 2 tests - 35 points each one, 2. presentation on a given subject - 20 points, 3. activities during tutorials - 10 points. Written exam - 30 questions. Final grade according to Study Regulations. Students' activity during lectures will be rewarded.									
Course objectives											
Students will have the possibility to get familiar with all aspects concerning international business transactions. They will know forms of transactions, strategies of entering foreign markets, international trade customs and Incoterms 2020. Students will know clauses of the contract, methods of payment and settlement in international trade as well as organization of export operations in company.											
Learning outcomes											
Knowledge		MSG1_W06	Student knows and understands the relations between economic entities and public institutions involved in international trade.								
		MSG1_W07	Student knows and understands types of economic ties and regularities governing them, including the principles of functioning of the trade market in international realms.								
		MSG1_W11	Student has an advanced knowledge of legal and organisational rules on the international market.								
		MSG1_W13	Student has a well-structured knowledge of the functioning of business entities in the national and international environment, with particular emphasis on the European Union.								
		MSG1_W16	Student has an advanced knowledge and understanding of the principles of entering into and conducting business transactions on the international market.								
Verification of learning outcomes - Knowledge											
Outcomes											

	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_W06	X		X				X	X	X		
MSG1_W07	X		X				X	X	X		
MSG1_W11	X		X				X	X	X		
MSG1_W13	X		X					X	X		
MSG1_W16	X		X				X	X	X		

Skills	MSG1_U06	Student can identify selected risks related to international operations of enterprises and assess their consequences correctly.									
	MSG1_U07	Student can perform commercial transactions on the international market, select and apply appropriate forms of transaction settlement, analyse and critically assess the course of transactions.									
	MSG1_U13	Student can prepare presentations and oral speeches on selected specific problems concerning international business transactions.									

Verification of learning outcomes - Skills

Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_U06			X				X		X		
MSG1_U07			X				X		X		
MSG1_U13							X				

Attitudes	MSG1_K04	Student is ready to think and act in an entrepreneurial manner.									
	MSG1_K05	Student correctly identifies, diagnoses and solves dilemmas and various options of solutions related to international business transactions.									

Verification of learning outcomes - Attitudes

Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
MSG1_K02								X	X		
MSG1_K05								X	X		

Course contents

1. Introduction to IBT, the role of exporter and importer
2. Foreign trade as a sector of the national economy
3. International market
4. European Union as the common market
5. International trade turnovers
6. Phases of the transaction, types of transactions
7. Contract
8. Negotiations and cultural differences
9. International trade customs and practice
10. Incoterms 2020
11. Transport
12. The role of banks in international trade
13. Methods of payment and settlement in international trade
14. Insurance, arbitration

Recommended reading lists

Obligatory literature:

1. A. Fornalska-Skurczyńska, M. Grottel (co-authors), Introduction to International Trade, Gdańsk University Press 2016, ed. A. Fornalska-Skurczyńska, M. Skurczyński
2. R.H. Folsom, G.M. Wallace, J.A. Spanogle, Principles of International Business Transactions. Trade and Economic Relations, Thomson West 2005.

Additional literature:

1. Incoterms 2010. ICC rules for the use of domestic and international trade terms, „ICC Publication” 2010, No. 715.
2. Incoterms 2020, ICC Rules for the use of domestic and international trade terms.
3. Export Marketing of Small and Medium-Sized Enterprises in the South Baltic Region, edited by H.Treder P. Kulawczuk, Gdańsk University Press, Gdańsk 2012.
4. Council Regulation (EEC) No 2913/92 of 12 October 1992 establishing the Community Customs Code (OJ L 302, 19.10.1992).
5. A. Watson, Finance of International Trade, Bankers Book Limited, London 1994.
6. J. Bednarz (co-author), [in:] Rozliczenia międzynarodowe, red. D. Marciniak-Neider, PWE, Warszawa 2011.

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations