



UNIWERSYTET GDAŃSKI

FACULTY OF ECONOMICS



ECTS INFORMATION PACKAGE

Academic year 2018/2019

ECTS information package prepared by:

Editor
Magdalena Reszka

Academic teachers lecturing particular subjects are responsible for the information included in the description of the subjects

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INTRODUCTION TO ECTS

The European Commission promotes co-operation between universities, having acknowledged its importance to the upgrading of the level of education and the students visits to study abroad (one or two semesters) are the dominant element of such co-operation. Indispensable requirement for the development of that form of education is full recognition of the period of studies abroad and foreign diplomas. For that purpose the European Credit Transfer System (ECTS) have been created.

The objective of ECTS system is to enable studying of students at the foreign universities (e.g. in the frames of ERASMUS programme) and exchange of students between Polish universities as well (e.g. in the frames of MOST programme).

Full acknowledgement of studies means that the period of studies abroad or at other Polish university (in this exams and other forms of evaluation) substitutes comparative period of studies at the mother university (in this: exams and other forms of evaluation). Using ECTS is based on the mutual confidence between co-operating universities and every university chooses its own partners for the co-operation. Introduction of the credit transfer system is the instrument which presents clear rules of carrying and assessment of studies abroad or at other Polish universities.

ECTS Credits

ECTS credits mean a certain figure related to the particular subjects on the basis of amount of work done by the individual student to pass the exam. Within the ECTS framework, the load of work in the whole academic year required from each student amounts for 60 credits, with recommendation to equal division for 30 credits in each semester.

ECTS credits relate to subjects, but are given those students who fulfilled requirements necessary to obtain the assessment of the subject. Students do not receive credits for the participation in classes but have to get assessment according to the evaluation criteria obligatory in particular university.

A. General information about the Faculty

A.1. Address of the Faculty



Fot. T. Kamiński

FACULTY OF ECONOMICS

Armii Krajowej 119/121

81-824 Sopot

tel. (48 58) 523-10 –00, 523-11 -10

fax (48-58) 550-11-10

<http://ekonom.univ.gda.pl>



A.2. Faculty authorities

Dean of Faculty of Economics UG

Prof. Monika Bąk

Deputy Dean for Science: Prof. Przemysław Borkowski

Deputy Dean for Education: Tomasz Gutowski, PhD

Deputy Dean for Development and Cooperation with Business: Magdalena Markiewicz, PhD

A.3. Obligatory division of the academic year (project)

ACADEMIC YEAR 2018/2019			
<i>Winter semester</i>		<i>Summer semester</i>	
1.10.2018	inauguration of academic year	18.02.2019 - 11.06.2019	courses
2.10.2018 - 28.01.2019	courses	19.04.2019 - 23.04.2019	spring holidays
2.11.2018	the day off classes	20.03.2019, 02.05.2019	days off from classes
24.12.2018 - 2.01.2019	winter holidays	12.06.2019 - 30.06.2019	exam session (courses excluded)
29.01.2019 - 10.02.2019	exam session (courses excluded)	01.07.2019 - 30.09.2019	summer holidays
11.02.2019 - 17.02.2019	semester break	02.09.2019 - 15.09.2019	corrective exam session
18.02.2019 – 03.03.2019	corrective exam session		

A.4. History of the Faculty

The origins of the Faculty of Economics date back to the tradition of the Maritime Institute established in Warsaw in 1942 at the underground University of Western Lands and connected with the Polish Immigration Government in London. The Maritime Institute traditions were continued by: Higher School of Seaborne Trade (1945-1952), Higher Economic School (1952-1970), and at present by the Faculty of Economics and the Faculty of Management of Gdansk University, established in 1993 after the transformation of the Faculty of Transportation Economics and the Faculty of Production Economic which existed in 1970-1993.

Despite the socialist era of early years of the Faculty its teaching programme has always been based on experience of western research institutions and foundations of market economy. After the economic transformation of Poland the role of the Faculty as one of the leading education centres of the region has been further strengthened.

At the beginning, academic staff represented both specialists connected with Polish pre-war maritime economy and lecturers of higher schools. Among the most outstanding were Tadeusz Ocioszyński, Bolesław Kasprowicz, Władysław Kowalenko. Tadeusz Kwiatkowski was also one of the first lecturers. Its teaching programme was based on experience of western research institutions.

Faculty of Economics – up to 1993 Faculty of Economics of Transportation – at the University of Gdansk offers the university level of education and has full academic rights. There are about 3800 students (in this nearly a hundred of foreign students) every year at different specialisations and forms of studies at the Faculty.

A.5. Organisational structure of the Faculty

INSTITUTE OF INTERNATIONAL BUSINESS

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523- 13- 90

Chair of Economics and Organisation of Foreign Trade
Chair of Marketing
Chair of International Economic Relations
Chair of International Currency Relations
Chair of International Transportation and Forwarding

INSTITUTE OF MARITIME TRANSPORTATION AND SEABORNE TRADE

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523- 14-26

Chair of Seaborne Trade
Chair of Global Economy
Chair of Electronic Commerce

CHAIR OF MACROECONOMICS

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523- 13- 24

CHAIR OF MICROECONOMICS

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523- 13-58

CHAIR OF ECONOMIC POLICY

ul. Armii Krajowej 119/121, 81-824 Sopot
tel. 523- 14- 20
fax. 523- 12- 31

CHAIRS OF TRANSPORTATION AND LOGISTICS

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523- 13-45

Chair of Transport Economics
Chair of Economics and Management of Transportation Companies
Chair of Logistics
Chair of Transportation Policy
Chair of Transportation Market

CHAIR OF EUROPEAN INTEGRATION ECONOMICS

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax. 523-12-23

RESEARCH CENTRE OF EUROPEAN INTEGRATION

ul. Armii Krajowej 119/121, 81-824 Sopot
tel./fax 523-12-23

B. Information about studies at the Faculty

B.1. ECTS at the Faculty

Incoming students coordinator:

Prof. Przemysław Borkowski,
ul. Armii Krajowej 119/121
81-824 Sopot
Room 230
e-mail: przemyslaw.borkowski@univ.gda.pl

Outgoing students institute coordinators:

Prof. Przemysław Borkowski, - outgoing students of specializations: Transport and Logistic, Economic Assessment and Functioning of Enterprises, Theory of Enterprises
e-mail: przemyslaw.borkowski@univ.gda.pl

Prof. Joanna Bednarz, - outgoing students of specializations: Foreign Trade, International Finances and Banking, International Business, International Marketing; International Marketing Strategies
e-mail: j.bednarz@ek.univ.gda.pl

Olga Debicka, PhD - outgoing students of specializations: Electronic Business, Human Resources Management, International Maritime Transport and Trade, International Managerial Economics
e-mail: olga.debicka@gmail.com

Anna Blajer-Golebiewska, PhD - outgoing students of Finance in enterprises
e-mail: a.blajer@ug.edu.pl

Maciej Krzemiński, PhD - outgoing students of specializations: Innovations in Economy, European Dimension of Entrepreneurship
e-mail: m.krzeminski@univ.gda.pl

Student affairs office

Anna Żebrowska
ul. Armii Krajowej 119/121
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B.2. Forms of education at the Faculty

The Faculty offers education in several fields, in full- and part-time modes: Economics, International Economic Relations, Business and Environmental Technology, Chemical Business (together with the Faculty of Chemistry). In accordance with the Bologna Declaration, the studies at the Faculty of Economics are of three-tier character: 1st degree study (BA), 2nd degree study (MA) and 3rd degree study (PhD). Moreover, the Faculty offers numerous postgraduate studies, including MBA (together with the Faculty of Management).

Economics:

The Faculty of Economics offers 1st-, 2nd- and 3rd-degree (BA, MA and PhD respectively) studies in economics. In accordance with the Bologna system of education, the 1st degree graduates of other fields may carry on their 2nd-degree studies in economics. Students are required to learn two foreign languages. They also have an opportunity to study at one of several dozen foreign universities under the Erasmus programme. Students have access to the library with its vast collection of

textbooks, to the Internet (also wireless) and to the dealing room, where they learn how to make foreign exchange transactions in real time. Since 2008, they have had an opportunity to use the specialised Thomson Reuters Data Suite lab and obtain Thomson Reuters certificate. They can broaden their interests in numerous scientific societies. From the academic year 2010/2011 Faculty offers English Language Part-time Doctoral Studies in Economics (phdeconomics.ug.edu.pl).

International Economic Relations:

The Faculty of Economics of Gdańsk University is one of the few elite Polish universities that were given the approval by the Minister of Science and Higher Education to open the field of study - INTERNATIONAL ECONOMIC RELATIONS (1st- and 2nd-degree studies). In accordance with the Bologna system of education, the 1st-degree graduates may carry on their 2nd-degree education of International Economic Relations. Students are required to learn two foreign languages to obtain B2 CEFR certificate. Students also have an opportunity to study at one of several dozen foreign universities under the Erasmus/Socrates programme. Since 2008, they have had an opportunity to attend "Thomson Reuters Academy" classes and obtain the Thomson Reuters certificate. Students have access to the library with its vast collection of textbooks, to the Internet (also wireless), and to the dealing room (the only one in Poland), where they learn how to make foreign exchange transactions in real time. They can broaden their interests in numerous scientific societies. The International Economic Relations also offers a specialisation: International Business, where classes are held entirely in English (Bachelor and Master Degree).

Specialisations offered at the Faculty of Economics (offered in Polish):

Specialisation / studies' degree	BA study		MA study	
	Full-time studies	Extra-mural studies	Full-time studies	Extra-mural studies
Economics:				
Electronic Business	+	+	+	+
Economic Assessment and Functioning of Enterprises	-	-	+	+
Human Resources Management	-	-	-	+
Innovations in Economy	+	-	+	-
Economic Policy and Entrepreneurial Strategy	+	-	+	+
Theory of Enterprises	+	-	-	-
Market Analyst	-	+	-	-
Economics of Transport and Logistics	+	+	+	+
Enterprises auditor	+	-	-	-
Finance in enterprises*	-	-	-	+
International Economic Relations:				
Projects in international business	+	+	-	-
Economy of the European Union	-	-	+	+
International Finances and Banking	+	+	+	+
Foreign Trade	+	+	+	+
International Marketing	+	+	-	-
International Marketing Strategies	-	-	+	+
International Maritime Transport and Trade	+	+	+	+
International Managerial Economics	+	+	+	+
International Tourism	-	-	+	+
International Business (fully in English)	+	-	+	-

* Specialization Finance in companies was established in cooperation with the ACCA (The Association of Chartered Certified Accountants) and the Accountants Association in Poland. Is offered as part-time master studies. Specialization is divided into two groups: I. Finances in companies and II. Finances in companies - accredited by ACCA.

Every specialisation has the limited number of places, and the basic criteria of admission are declarations of interested students in regards to particular specialisation and results achieved by them during the first two years of studies. A programme of

studies at particular specialisation embraces subjects common for the whole Faculty and specialisation subjects (obligatory and facultative). Students with very good results have the right to study according to an individual programme.

The full-time studies at the Faculty might be supplemented with one semester or one-year studies abroad within the frameworks of the ERASMUS programme.

Post graduate, extra-mural, studies are carried during one or two semesters and they concern:

- ◆ International Business (Polish language),
- ◆ International Business (English language),
- ◆ Transportation and Logistics,
- ◆ International Marketing,
- ◆ Public Procurements,
- ◆ Human Resources Management in International Trade
- ◆ Innovative practices of PR

Doctorate Studies are carried in both the full-time and the extra-mural system and they are created for people with high economic and non-economic education. They last 3 years. Doctorate studies are open for people with master diploma. The teaching programme includes methodology subjects, theory of economics, international economic relations, computer science, finance management and specialist subjects including the most advanced economic knowledge.

EMBA interfaculty studies are designed for people with high economic and non-economic education. MBA studies last 4 semesters and are carried in the extra-mural system, in two days weekend modules. After completing, a graduate receives a diploma of postgraduate studies at the University of Gdansk according to the pattern approved by the Ministry of National Education. Additionally a graduate receives a EMBA diploma of Gdansk University, signed also by the other Universities creating consortium, that is, University in Antwerp (RUCA), Copenhagen Business School and Fachhochschule für Technik und Wirtschaft in Berlin.

B.3. Educational and social environment

• Libraries

The Main UG Library has a collection of over 1,400,000 volumes. This includes books and journals, including foreign publications, covering all fields of university subjects, particularly those taught at the University of Gdansk. A significant part of the collection consists of publications concerning the sea and Pomerania. There are priceless special collections about the history and culture of Pomerania: manuscripts, old prints, cartographic publications, documents about social life and also audio-visual and multimedia collections. Among the Library's cimelia are old texts from Polish and world literature, particularly Gdansk texts, the so-called gedaniana. Apart from the resources in traditional forms, the library offers its readers increasingly more information in an electronic form, including, above all, access to electronic periodicals - over 15,000 titles. Thanks to widespread access to the Internet, it is possible to make available broad access to information about the library's own resources and to make use of information about the resources of other academic libraries in Poland and abroad. Since 1993 the Library has actively participated in the computerization of academic libraries in Poland.

The Library of the University of Gdansk includes 8 lending libraries, 19 reading rooms, 7 specialistic libraries, 1 Main Library of the University of Gdansk, 1100 places in the reading-rooms. Annually over 1,000,000 books and journals pass through the hands of our readers.

In 2006 a new Main Library Building was added of the resources of the University of Gdansk. It is the most up-to-date library in Pomeranian region covering a space of almost 90,000 cubic meters. Designed as a local center of scholarly and scientific information, the library serves the entire academic community. The wholly computerized building holds 500,000 volumes (books and journals) as free access, and 200,000 items in special collections (old prints, maps, films, audio materials etc.). It contains 500 places readers, 170 computer terminals and 32 rooms for individual study. In one day it can be visited by up to 2000 readers.

the UG Central Library

ul. Wita Stwosza 53
80-308 Gdańsk

Monday - Friday	9.00-20.00
Saturday	10.00-17.00
Sunday	10.00-15.00

The University of Gdansk Economics Library (near the Faculty of Economics)

Monday - Friday	9.00-20.00
Saturday	9.00-15.00

There is also a bookshop in the Faculty building.

- **Computer labs**

Courses for students of Faculty of Economics take place in buildings situated in Sopot in 119/121 Armii Krajowej St. The Faculty has 6 computer labs and general access terminals; students may also use special computer labs: Thomson Reuters Data Suite and a dealing room; all the lecture halls are fitted with multimedia equipment, and the Faculty buildings have wireless access to the Internet under the EDUROAM programme.

- **Student associations:**

- Students' Parliament at the University of Gdańsk
- Student Scientific Circles
- Academic Cultural Centre
- Academic Sporting Union of the University of Gdańsk
- Graduates of the University of Gdańsk

- **Accommodation**

Close to the Faculty, there are two students' hostels, no 7 and no 8. Most rooms in student dormitories are double. Rooms are furnished, bed clothes are changed every three weeks. There are shared showers and kitchens equipped with a cooker, a sink, some cupboards and a shared refrigerator. In each dormitory there is a laundry. For Erasmus students there is no separate application for accommodation required - students only have to put a sign at the appropriate place in the application form. Information about assigned places will be given out about one month before the date of arrival. Please, note that not every Erasmus students could be provided with dormitory place.

The University also has two Teacher's Hostels, where young scientific staff members live.

- **Cost of living**

Banks: Being registered as a foreign student, you have a choice of bank accounts in Poland :

- Polish currency bank account (ROR -type) - you need your passport and letter from Erasmus Office confirming your status.
- Foreign currency bank account - besides passport, you are required to deliver your custom declaration you are given at crossing border. The declaration must describe how much money you have brought.

You can also use your credit cards : Visa, American Express , Eurocard, Eurocheque are accepted in most hotels and banks in all large cities in Poland.

Shopping: In the city you will find many shops where you can get almost everything you need. There are several big Shopping Centres also. There is students' cafeteria in the Faculty building and a canteen in the hostel no 8.

Approximate cost of living:

- Dinner in student cafeteria – 15-25 PLN
- Milk – 2,5 PLN
- Bread - 2-3 PLN
- Butter - 3,5 PLN
- Egg - 0,60 PLN
- Apples - 3,5PLN
- Pizza – 20-25 PLN
- Yoghurt – 2-2,5PLN
- Cigarettes - 6-10 PLN
- Beer - 4 PLN (in shops , more in pubs)
- Tram / Bus ticket:
 - o 1,50-1,80 PLN bus fare
- Cinema – 20-30 PLN
- Daily newspaper - 2-2,5 PLN
- Washing powder - 15 PLN
- Toothpaste - 5-7 PLN

- Shampoo – 10-20 PLN
- Students preparing meals themselves have to be prepared for expenses of about 450PLN per month.

- **Communication**

The public transport system in Gdańsk includes 10 tramlines and 84 bus lines (including 8 night bus lines) and 110 bus lines in Gdynia. There is a time-limit system of fares in Gdańsk; a ticket punched in one vehicle (bus or tram) is valid for a given period of time, even when changing lines. In Gdynia tickets are of single use: one ticket for one ride. In all the three cities the time of punching in buses and trams is printed on the ticket. Students are given 50% discount on ticket fares (after showing their student identity cards). You can also purchase a daily, monthly or quarterly pass. We recommend buying a monthly or quarterly pass which is a reasonably cheap way of travelling. The three cities are interconnected by a local train called SKM (Szybka Kolej Miejska – The Fast City Train). The journey between the main stations of Gdańsk and Gdynia lasts about 35 minutes. In rush hours the train leaves every 10 minutes, at other times every 30 minutes, with break between 1 and 4 a.m. There is a distance-limit system of fares on SKM, so while buying the ticket you should say where you want to get to. The ticket must be punched at a railway station, before ascending the train. Students are given 37% discount on ticket fares. There are weekly, monthly, or quarterly passes available. There is a large system of taxi transportation. Taxis can be called on the phone in such a case they offer various discounts (usually 20-40%).

For more info look here:

<http://www.ztm.gda.pl/en/index.php/ztm/more/about>

<http://www.zkmgdynia.pl/?lang=uk>

<http://www.skm.pkp.pl/en/>

- **Health insurance**

Foreign students should ensure to bring the health insurance issued at their home country which is valid on the Polish territory or the European Health Insurance Card for the whole period of study.

B.4. Rules of assigning ECTS credits

ECTS system refers to subjects at all specialisations realised in the stationary system at the Faculty of Economics. Credits refer to all subjects included in the plan of studies. The ECTS credit system is based on the following assumptions:

- ♦ number of ECTS credits necessary to pass the academic year **amounts to 60;**
- ♦ number of ECTS credits differs depending on the load of work the student must do to pass particular subject – subjects are assessed according to the following criteria: the number of hours, difficulty level (understood as students' effort), experience of academic staff preparing the information package and the status of the subject (obligatory and facultative);
- ♦ according to the number of classes and a difficulty level connected with passing subjects;
- ♦ more credits are given to obligatory subjects than to facultative;
- ♦ for each subject, which is finished with the exam, depending on the difficulties, the following credits are given: 0, 1 or 1,5 credit additionally;
- ♦ there are less credits for foreign languages courses but the exam at the end of the course is specially promoted;
- ♦ lectures (15 hours) in foreign language with a written work at the end, are given 3 credits;
- ♦ lectures (30 hours) in foreign language with a written work at the end, are given 5 credits;
- ♦ master seminar received 30 credits, assuming high concentration of work in the last semester due to the obligation of completing Master thesis and preparation to defence it.

B.5. Scale of grades

<i>ECTS grade</i>	<i>UG grade equivalent</i>	
A	very good	5,0
B	plus good	4,5
C	good	4,0
D	satisfactory plus	3,5
E	satisfactory	3,0
F	unsatisfactory	2,0

C. Information for Erasmus students

Below you will find the specific information regarding ERASMUS students who would like to study at our Faculty.

Dear Erasmus student please bear in mind that you may attend only those classes which are listed in this section. Other programmes (like for instance regular studies in Polish or International Business commercial studies) are excluded from Erasmus. Please note that at the Faculty of Economics there are two semesters: winter and summer. While planning your stay please refer to the specific section (winter or summer semester) for the choice of subjects. Of course if you plan to stay whole academic year refer to both semesters. In the case of staying the whole academic year please note that several subjects are offered both in winter and summer semester so you cannot choose the same subject both in winter and summer semester.

For application procedure, accommodation and other "technical" issues please read the webpage of our university Student's Exchange Office at

http://www.ug.edu.pl/en/?id_cat=17&lang=en

The list of possible subjects is extensive. However please bear in mind that enrolment for subjects is done via electronic enrolment system which will be open to you during first week of each semester (you will be provided technical information how to use this system beforehand). You are free to select from this list - we do not force you to take any specific subjects - it is entirely up to you and your home university coordinator (the phrase: "except IB students" means that students who study at International Business commercial studies aren't allowed to attend that particular courses and it does not concern Erasmus). But this means that Learning Agreement will be finalized (signed by our Faculty coordinator) only after the enrolment procedure.

Winter semester 2018/19

Code	Title of lecture	Hours	ECTS	Language
04.1.E.FR.798	Business English <i>SJO SJO</i>	30	5	English
04.0.E.FZ.960	Business logistics process modelling <i>prof. UG dr hab. Cezary Mańkowski</i>	30	5	English
14.3.E.FZ.2985	Company management with use of ERP system <i>dr Agnieszka Szmelter</i>	30	5	English
14.3.E.FZ.1917	Cultural Differences in Business (Excluding IB students) <i>prof. dr hab. Ewa Oziewicz</i>	30	5	English
14.3.E.FZ.2005	e-logistics markets <i>prof. UG dr hab. Andrzej Jezierski</i>	30	5	English
14.3.E.FZ.1448	Financial Crisis 2008 and Sovereign Crisis in Eurozone <i>dr Marcin Brycz</i>	30	5	English
14.3.E.FZ.2023	Financial Reporting and Analysis (excluding IB students) <i>dr Joanna Stefaniak</i>	30	5	English
14.3.E.FZ.2765	Foreign Direct Investments in Poland and EU <i>prof. UG dr hab. Stanisław Umiński</i>	15	3	English
14.3.E.FZ.1532	Graphs in the practice of decision making <i>dr Michał Suchanek, prof. UG dr hab. Beata Majecka</i>	30	5	English
14.3.E.FZ.10	Innovation and innovation management <i>dr hab. Tomasz Brodzicki</i>	30	5	English
14.3.E.FZ.14	International economics <i>dr hab. Tomasz Brodzicki, prof. UG dr hab. Stanisław Umiński</i>	30	5	English
04.5.E.FZ.803	International Human Resources Management (excluding IB students) <i>prof. UG dr hab. Dorota Simpson</i>	30	5	English
04.7.E.FZ.49	International Marketing (excluding IB students) <i>dr Marek Reysowski</i>	30	5	English
14.3.E.FZ.2851	Logistics for Economic Processes <i>dr Leszek Reszka</i>	30	5	English
04.0.E.FZ.2988	Managerial Decision Making Exercises <i>prof. UG dr hab. Przemysław Kulawczuk</i>	30	5	English
14.3.E.FZ.2779	Mergers and acquisitions (excluding IB students) <i>dr Magdalena Markiewicz</i>	30	5	English
14.3.E.FZ.3151	Personal finance <i>dr Joanna Adamska-Mieruszevska, dr Urszula Mrzyglód</i>	30	5	English
04.0.E.FZ.61	Small business management <i>prof. UG dr hab. Przemysław Kulawczuk</i>	30	5	English
14.3.E.FZ.3150	Sustainable Urban Transport and Mobility <i>prof. dr hab. Olgierd Wyszomirski, prof. UG dr hab. Katarzyna Hebel, dr Marcin Wolek, mgr Aleksander Jagiello</i>	30	5	English
14.3.E.FZ.3152	The psychology of modern marketing <i>mgr Agata Olechnowicz</i>	15	3	English
14.3.E.FZ.1535	Thomson Reuters Academy <i>dr Monika Szmelter</i>	15	3	English

Course title	Business English				ECTS code	04.1.EE.FR.798	
					ECTS credits	5	
					max. students	25	
Name of unit administrating study	OTHER	Field of study	Economics/MSG**		Field of specialisation		
Teaching staff	SJO SJO,						
Number of hours							
Lectures	0	Classes	0	Tutorials	0	Laboratory	0
						Seminars	0
						Language classes	30
Forma aktywności						Year&Type of studies*	2 SS2, 1 SS2,
Hours with the participation of the academic teacher (including office hours, exams, others):					Semester:	3-4, 1-2,	
Hours without the participation of the academic teacher (student's self-study, homeworks):					Type of course:	optional	
Total number of hours:				0	Language of instruction:	English	
Teaching form	in-class learning						
Teaching methods	Activating methods in training classes, Collaborating, group activities, Case studies, presentations given by students						
Prerequisites (required courses and introductory requirements)							
Required courses	none						
Introductory requirements	recommended level of English: B2						
Assessment method, forms and criteria							
Assessment method	Course completion (graded)						
Assessment criteria	Grades: 50% 3 61% 3+ 71% 4 81% 4+ 91% 5						
Course objectives							
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.							
Learning outcomes							
Knowledge		The student has knowledge of English business terminology, international economics and international business relations, as well as related fields					
Skills		The student can: write papers in English concerning economics and international business relations using various sources; deliver presentations in English on the abovementioned topics; has a B2+ command of English					
Attitudes		The student is ready for a lifelong work on the improvement of his/her command of English; wants to expand his/her knowledge and skills; is able to organise his/her learning process; communicates adequately with his/her environment and appropriately defines their learning priorities.					
Course contents							
1. Presentations : categories and techniques, ways of presenting information, hints for a successful presentation, delivering presentations on chosen business topics with the use of visual aids-OHP, Power Point. 2. Advertising and marketing :market structure, marketing strategies, marketing mix, market research, branding, pricing, promotional tools, globalization of markets, advertisements and commercials, effectiveness of advertising. 3. Business strategy : company structure, departments and their roles, the global company, downsizing, restructuring, entering a foreign market, international mergers, alliances and takeovers, business in the 21st century. 4. Management : styles and necessary skills, management attitudes in different countries, management theories, leadership, empowerment, team building, international management development.							

5. Banking : personal banking, commercial and retail banking, investment banking, financial institutions, central banking, money supply and control, banking operations, banking products and services, internet banking, interest rates and monetary policy, money market instruments.
6. Finance : personal finance, financial centres, indicators, elements of accounting, financial statements, balance sheet, profit and loss account, stocks and shares, bonds, futures and options, financial instruments, corporate finance, financial planning and regulations.
7. Foreign Trade : import and export, transportation and logistics, forwarding, the EU market, protectionism, documents in foreign trade, methods of payment, trade fairs and exhibitions, market indexes, growth, delivery and after-sales.
8. Employment: recruitment, education and training, compensation
9. Formal Meetings and Negotiations: types of meetings, the roles of participants, discussion techniques, the most appropriate use of language, types of negotiations, preparation and techniques, difficulties and reaching agreements, culture awareness, case studies.
10. Economic Trends : describing charts and graphs, employment trends, the business cycle, globalizing trends, sustainable development, political economy, new markets, inflation, unemployment, taxation, computerization, teleworking, current business news.
11. Corporate culture, cross-cultural communication

The focus on topics depends on the needs analysis at the beginning of the course.

Recommended reading lists

Business Vocabulary in Use by Bill Mascull (Cambridge)
 Business Vocabulary in Use Advanced by Bill Mascull (Cambridge)
 Key Words in Business By Bill Mascull (Collins Cobuild)
 Podręczniki biznesowe - aktualne edycje w zależności od poziomu grup
 Internet, artykuły z prasy ekonomicznej
 Market Leader Banking and Finance H. Johnson (Longman)
 Professional English in Use Finance I. Mackenzie (Cambridge)
 Business Benchmark Brook-Hart (Cambridge)
 English for the Financial Sector MacKenzie (Cambridge)
 Economic Press: The Economist, The Financial Times, Newsweek.
 the news, video courses

Contact

* SS1 - undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
 ** MSG - International Economic Relations

Course title	Business logistics process modelling										ECTS code	04.0.EE.FZ.960
											ECTS credits	5
											max. students	14
Name of unit administrating study	KL	Field of study	Economics/MSG**	Field of specialisation	NONE;							
Teaching staff	Cezary Mańkowski, Associate Professor											
Number of hours												
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		3 SS1, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		5, 3,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form	in-class learning C205											
Teaching methods	Work in computer laboratories, Case studies, Individual projects, limited to 14 students due to the no. of software licences											
Prerequisites (required courses and introductory requirements)												
Required courses	No requirements											
Introductory requirements	No requirements											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	Constructing EPC model of a selected business logistics process and presentation of the created model in the form of verbal description according to the EPC terminology (standard of modelling)											
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
Knowledge	E1_W06	Student has got to know the right economic methods and tools for logistics business process modelling										
	MSG1_W08	Student has got to know the right economic methods and tools for logistics business process modelling										
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	
E1_W06										X		
MSG1_W08										X		
Skills	E1_U03	Student can analyse events driving business process chains, functions and operations										
	MSG1_U03	Student can analyse events driving business process chains, functions and operations										
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
E1_U03										X	
MSG1_U03										X	
Attitudes	E1_K04	Student identifies, diagnose, and makes decisions on business variants regarding the profession of management									
	MSG1_K04	Student identifies, diagnose, and makes decisions on business variants regarding the profession of management									

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
E1_K04										X	
MSG1_K04										X	

Course contents

1. Structure of a business logistics process

Main ontologies, processualism, eventism, reism, relationism, business process, architectures of business processes (ARIS, CIM OSA, Zachman's framework), logistics process, structure, elements, parameters of the process

2. Creating EPC model of a business logistics process

Methods and tools of business logistics process modelling. Constructing a model of a selected business logistics process according to the EPC standard of modelling

3. Assessment of a business logistics process model

Heuristics, benchmarking, simulation, time/cost/quality analysis

4. Improving a model of a business logistics process

Vision, redesigning, reengineering

5. Presentation and discussion on the improved business logistics process model

Presentation, estimation, discussion

Recommended reading lists

Literature obligatory

- 1) A.-W. Scheer: ARIS & Business Process Modeling. Springer Verlag, Berlin 2000
- 2) J. Mendling: Metrics for process models. Springer Verlag, Berlin 2008
- 3) Mańkowski C.: Ontological Foundations for Business Logistic Process Modeling. "Railway Transport and Logistics" 2007, no. 2, p. 30-38 (download: http://fpedas.utc.sk/zdal/images/zdal/archiv/zdal_2007_02.pdf)

Additional sources:

<http://supply-chain.org/>
<http://www.ariscommunity.com>
<http://www.softwareag.com>
<http://www.idef.com>
<http://www.wonderware.com>

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Company management with use of ERP system										ECTS code	14.3.EE.FZ.2985											
											ECTS credits	5											
											max. students	30											
Name of unit administrating study		KL	Field of study		Economics/MSG**		Field of specialisation		NONE;														
Teaching staff		Agnieszka Szmelter, Ph.D.																					
Number of hours																							
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0												
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,														
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		5, 1, 3,														
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional														
Total number of hours:						0	Language of instruction:		English														
Teaching form		in-class learning																					
Teaching methods		Work in computer laboratories, Case studies, Activating methods in training classes, Design Thinking																					
Prerequisites (required courses and introductory requirements)																							
Required courses		Microeconomics, Macroeconomics, Basics of Computer Science, Basics of Financial Accounting and Economic Analysis. Fundamentals of logistics would be welcome.																					
Introductory requirements		Knowledge: Basic theories and principles of microeconomics, finance, enterprise management and information systems. Basic knowledge about the logistics processes and systems. Skills: computer skills (Windows, MS Office), good knowledge of English language																					
Assessment method, forms and criteria																							
Assessment method		Course completion (graded)																					
Assessment criteria		An essay on a chosen topic related to the subject. Solving case studies and discussion in class.																					
Course objectives																							
Introduction to management accounting. Introduction to cost center accounting and product costing. The rules of resources planning. Showing the functioning of ERP applications, especially with the SAP ERP 6.0. Preparing students to work in companies with a global range (on the basis of case studies). Problem solving with use of Design Thinking method (non-mathematical methods), Excel and Statistica software (mathematical methods).																							
Learning outcomes																							
Knowledge	E1_W02	Student understands the importance of transactional systems (especially ERP) in logistic processes in accordance with the principle of 6R.																					
	MSG1_W03	Student understands the importance of transactional systems (especially ERP) in logistic processes in accordance with the principle of 6R.																					
	E1_W06	Student understands the rules of management accounting, especially cost center accounting and product costing.																					
	MSG1_W05	Student understands the rules of management accounting, especially cost center accounting and product costing.																					
	E1_W07	Student understands connections between management accounting and business processes planning and execution.																					
	MSG1_W05	Student understands connections between management accounting and business processes planning and execution.																					
Verification of learning outcomes - Knowledge																							
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Outcomes	written exam	oral exam	test	essay/paper /portfolio	tasks/ homeworks	individual presentation	group presentation	classroom activities	classroom discussion	individual project	group project
E1_W02				X				X			
E1_W06				X				X			
E1_W07				X				X			
MSG1_W03				X				X			
E1_W05				X				X			
Skills	E1_U02	Student uses information technology in the area of ERP systems.									
	MSG1_U08	Student uses information technology in the area of ERP systems.									
	E1_U07	Student is able to plan the resources used in business process execution.									
	MSG1_U04	Student is able to plan the resources used in business process execution.									
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
E1_U02								X			
E1_U07				X				X			
MSG1_U04				X				X			
MSG1_U08								X			
Attitudes	E1_K01	Student works independently, expanding his skills and knowledge									
	MSG1_K01	Student works independently, expanding his skills and knowledge									
	E1_K06	Student is open to new methods for solving decision problems in the area of management accounting.									
	MSG1_K06	Student is open to new methods for solving decision problems in the area of management accounting.									
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
E1_K01								X	X		
E1_K06								X	X		
MSG1_K01								X	X		
MSG1_K06								X	X		
Course contents											
1. Introduction to ERP systems: 1.1. Characteristics of ERP systems 1.2. The architecture of ERP systems 1.3. Main vendors of ERP solutions 2. Navigation in SAP ERP 3. Management Accounting in SAP ERP: 3.1. Introduction: - Goals and structure of management accounting, - Cost center analysis, - Analysis of profit centers,											

- Budget analysis,
 - Master data for the controlling area (cost centers, profit centers, temporary cost and profit centers, cost elements, profit components, statistical indicators),
 - Management accounting processes.
 - Assessment of the management accounting system. Case studies in management accounting area. Defining problems in the area of management accounting (management staff needs) and solving them with use of Design Thinking method (empathise, define the problem, ideate, prototype, test) and part of Lean Six Sigma methodology with use of Excel and Statistica software.
- 3.2. Cost Center Accounting:
- Creating a cost center in a database,
 - Creating a new index in the database,
 - Creating a cost element for ancillary activities,
 - Creating new cost center activities,
 - Creating a record for a group of cost centers,
 - Planning the number of employees,
 - Planning the activity of the cost center,
 - Overview of plans,
 - Evaluating the activity of the cost centers,
 - Analysis of evaluation results,
 - Price calculation for individual products,
 - Analysis of valuation results.
- 3.3. Product Costing:
- Creating a record in the database for a product variant,
 - Creating a record for the raw material variant,
 - Creation of the Bill of Materials (Bill of Materials),
 - Creation of a technological route (routing),
 - Creation of cost estimates for the core business,
 - Updating product prices,
 - Review of product price changes,
 - Confirming price changes,
 - Product price control.

Recommended reading lists

Basic:

Szmelter A., Communication in global supply chains in the automotive industry, Information Systems in Management 2015, Vol. 4, no 3, p. 205-218

materials from SAP University Alliances

materials provided by the lecturer - case studies

Facultative:

E. Monk, B. Wagner, Enterprise Resource Planning, Cengage Learning EMEA, 2008.

G. C. Williams, Implementing SAP ERP Sales&Distribution, McGraw Hill Professional, 2008.

J. Kappauf, B. Lauterbach, M. Koch, Logistics Core Operations with SAP, Springer, 2011.

L. K. Lau, Managing Business with SAP: Planning, Implementation and Evaluation, Idea Group Inc., 2005.

R.I. Levin. Statistics for Management, Pearson Education, 2008 (or older editions).

Contact

a.szmelter@ug.edu.pl,

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

** MSG - International Economic Relations

Course title	Cultural Differences in Business (Excluding IB students)										ECTS code	14.3.EE.FZ.1917	
											ECTS credits	5	
											max. students	30	
Name of unit administrating study			IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff			Ewa Oziewicz, Professor										
Number of hours													
Lectures	0	Classes	0	Tutorials	30	Laboratory		0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		3 SS1, 2 SS2, 1 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		5, 3, 1,			
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional			
Total number of hours:						0		Language of instruction:		English			
Teaching form		in-class learning											
Teaching methods		Lectures including multimodal presentations, Discussion, questioning, Collaborating, group activities, Case studies, Tutorial mainly for the Erasmus students, max. number of Polish students: 10											
Prerequisites (required courses and introductory requirements)													
Required courses													
Introductory requirements		A good command of English and general knowledge of economic and social issues.											
Assessment method, forms and criteria													
Assessment method		Course completion (graded)											
Assessment criteria		Each student's grade consists of: written assessment - exam (40%), group task including presentation (40%) and active presence during tutorials (20%) Exam: different types of questions from literature and lectures 91-100% 5 81-90% 4,5 71-80% 4 61-70% 3,5 51-60% 3 50% or less 2											
Course objectives													
Learning outcomes													
Knowledge				Students are conscious of diversity of business cultures across nations and its peoples. They have knowledge about cultural differences and their influence upon international business. They become aware of implications of cross-cultural differences on business transactions. Students know basic theories concerning cultural differences. They know dimensions of culture and basic cultural differences.									
Skills				Students are able to distinguish different behaviours in various cultures and properly understand them. They can name and distinguish the dimensions of culture. They know how to interpret indices of those dimensions and compare them. They are able to analyze facts concerning individual countries and their cultures. By preparing presentations in groups they know how to work together and share tasks. They know how to prepare to business operations in foreign countries - what is important while undertaking business with foreigners. They know how to overcome cultural barriers through effective communication.									
Attitudes				Students realize how important it is to communicate properly, especially between cultures. They understand that the knowledge of cultural differences is extremely important while conducting international business. Students become sensitive to cultural differences and understand that there are no worse or better cultures, that they are only different. They also recognize the limits of their knowledge as well as the importance									

		and necessity of lifelong learning. They know how to work in team.
Course contents		
1. Introduction to cross-cultural differences in business. Lecture aims, contents and student tasks. 2. How cultural differences affect business 3. Definitions of culture 4. Intercultural versus cross-cultural communication 5. Models of culture - basic knowledge 6. Hofstede's dimensions of culture 7. Challenge of cross-cultural management in the modern world. Understanding cultural differences 8. Challenge of cross-cultural management in the modern world. Understanding cultural differences ctd. 9. Consequences of cultural differences: stereotypes and prejudices 10. Influence of globalization processes on culture. Diffusion of cultures. Cultural divergence versus convergence in the contemporary world 11. Englishes in cross-cultural communication. 12. Case studies. Presentations of students' group work I 13. Case studies. Presentations of students' group work II 14. Case studies. Presentations of students' group work III 15. Written assessment - exam		
Recommended reading lists		
<p><i>Basic sources:</i> R. Gesteland, <i>Spanning the chasme of cultural gap</i>, http://economictimes.indiatimes.com/articleshow/39466904.cms?prtpage=1 www.kwintessential.co.uk</p> <p><i>Supplementary sources:</i> S. P. Verluyten, <i>Intercultural Communication in Business and Organisations. An Introduction</i>, ACCO, Louven 2002. G. Hofstede, <i>Cultures and Organizations. Software of the Mind</i>, McGraw-Hill, New York 1997 or later editions</p>		
Contact	ekoeo@univ.gda.pl ,	

* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	e-logistics markets						ECTS code	14.3.EE.FZ.2005					
							ECTS credits	5					
							max. students	15					
Name of unit administrating study		KL		Field of study		Economics/MSG**		Field of specialisation		NONE;			
Teaching staff		Andrzej Jezierski, Associate Professor											
Number of hours													
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0		
Forma aktywności							Year&Type of studies*		3 SS1, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		5, 3,				
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional				
Total number of hours:						0	Language of instruction:		English				
Teaching form		in-class learning c 304											
Teaching methods		Work in computer laboratories,											
Prerequisites (required courses and introductory requirements)													
Required courses		No requirements											
Introductory requirements		No requirements											
Assessment method, forms and criteria													
Assessment method		Course completion (graded)											
Assessment criteria		Students are obliged to prepare a multimedial presentations in working groups on a chosen subject from the selected problems e-logistics markets. Students must to know how to use selected internet pages with the e-logistics stock.											
Course objectives													
Presentation of idea of the business logistics proces Presentation of tools and methods of e-logistics markets													
Learning outcomes													
Knowledge	E1_W01	Student:- understands the idea of bussiness logistics process											
	E1_W02	Student knows the proces of business logistics											
	E1_W04	Student knows how to use internet e-logistics pages											
	E1_W06	Student knows how to use methods and tools of e-logistics markets											
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		
E1_W01						X							
E1_W02								X					
E1_W04										X			
E1_W06						X	X		X				
Skills	E1_U01	Student:- uses a professional software e-logistics markets											
	E1_U02	Student can practicly adopt internet pages e-logistics to model business logistics process											

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
E1_U01						X					
E1_U02								X	X		
Attitudes	E1_K01	Creating business opportunities in the on-line community									
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
E1_K01								X			
Course contents											
Internet forms of distributions The role of Internet in logistics process Selected Internet logistics markets Models of internet shops in business logistics Logistics Services in Internet Best Practices in e-logistics											
Recommended reading lists											
The International Journal of Logistics Management Ballou R.H: Basic Business Logistics. Prentice Hall, New York 1987 Blanchard B. S. : Logistics Engineering and Management. Prentice Hall, New Jersey 1998 Web pages e-logistics stock											
Contact		andjez@panda.bg.univ.gda.pl ,									

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

** MSG - International Economic Relations

Course title	Financial Crisis 2008 and Sovereign Crisis in Eurozone										ECTS code	14.3.EE.FZ.1448
											ECTS credits	5
											max. students	28
Name of unit administrating study	KMikr	Field of study	Economics/MSG**	Field of specialisation	NONE;							
Teaching staff	Marcin Brycz, Ph.D.											
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		3 SS1, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		5, 3,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form	in-class learning											
Teaching methods	Lectures including multimodal presentations, Discussion, questioning, Individual projects,											
Prerequisites (required courses and introductory requirements)												
Required courses	Macroeconomics: basic level.											
Introductory requirements	Macroeconomics, interest in financial market.											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	Presentation should be 15 min long and also: -less text more own speech -good understand of the subject -logical argumentation -legible slides											
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
Knowledge	E1_W02	The main purpose of the lecture is to gain knowledge by students on financial crisis 2008 and the connection between financial disruption and real economy. Participants than will be capable of making critical analysis of macroeconomic environment amid crisis and its influence on market participants eg. firms, consumers.										
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	
E1_W02						X						
Skills	MSG1_U03	Understanding of the market relationships in times of crisis.										
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	

E1_U03						X					
Attitudes	E1_K07	Communication with market participants on financial crisis.									
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
E1_K07						X					
Course contents											
<div>1. The basics of connection between financial environment and real activity: Modigliani-Miller theorem, Monetarists' theory of financial transmission, bank lending channel and financial accelerator mechanism.</div> <div>2. Macroeconomic environment in the USA after dot-com bubble burst. Alan Greenspan and his monetary policy.</div> <div>3. Housing market in the USA 2001 - 2008</div> <div>4. Mortgage and financial markets -- why it went too far. Basics of financial instruments: CDO, MBS, CDS, ABCP &hellip;., Money market participants.</div> <div>5. When crisis begun: first warning in 2007, Failure of the biggest financial companies. Programs introduced by FED (crisis response) -- analysis of FED's balance sheet. Too big to fail (moral hazard)</div> <div>6. Crisis in Europe, Greece's creative accounting.</div> <div>7. European Central Bank crisis response</div> <div>8. From the financial markets to ordinary people's life -- critical synthesis of financial crisis.</div>											
Recommended reading lists											
<i>Basic references:</i> <div>1. Brunnermeier (2009), Deciphering the Liquidity and Credit Crunch 2007-2008, Journal of Economic Perspectives /available on-line/</div> <div>2. Gary B. Gorton, Andrew Metrick, &ldquo;Haircuts" NBER working paper /available on-line/</div> <div>3. Kacperczyk, M., Schnabl, Ph., WHEN SAFE PROVED RISKY: COMMERCIAL PAPER DURING THE FINANCIAL CRISIS OF 2007-2009, :NBER working paper /available on-line/</div> <div>4. Soros, G., The Crash of 2008 and What it Means, New York</div> <div>5. Soros, G., The Soros Lectures at the Central European University, Lecture 2. New York /available on-line/</div> <i>Facultative references:</i> <div>Begg, Dornbusch, Fischer. Economics (part 1 and 2)</div>											
Contact	m.brycz@ug.edu.pl ,										

* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Financial Reporting and Analysis (excluding IB students)										ECTS code	14.3.EE.FZ.2023
											ECTS credits	5
											max. students	25
Name of unit administrating study	OTHER	Field of study	Economics/MSG**	Field of specialisation	NONE;							
Teaching staff	Joanna Stefaniak, PhD											
Number of hours												
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności								Year&Type of studies*		3 SS1, 2 SS2, 1 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		5, 3, 1,		
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional		
Total number of hours:						0		Language of instruction:		English		
Teaching form	in-class learning											
Teaching methods	Lectures including multimodal presentations, Activating methods in training classes, Discussion, questioning, Work in computer laboratories, Individual projects,											
Prerequisites (required courses and introductory requirements)												
Required courses	Microeconomics, basic accounting,											
Introductory requirements	Basic knowledge of accounting and corporate finance knowledge of the EXCEL worksheet											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	<p>The course will end with the test and group project.</p> <p>The test makes of 70% of the final grade and the project of 30%.</p> <p>The test refers to the theory of financial reports and financial analysis as well as some practical tasks covered during the course.</p> <p>The project - the preparation of the basic financial analysis according to the knowledge provided during the course.</p>											
Course objectives												
The aim of this subject is to familiarize students with the financial analysis of the company's performance												
Learning outcomes												
Knowledge	E1_W03	Student knows the terminology and has broadened and structured knowledge in the field of financial knowledge analysis										
	E1_W03	Student has a basic knowledge of financial conditions affecting business operations										
	E1_W06	Student knows the methods and tools, including data acquisition and analysis techniques, appropriate for financial analysis										
	MSG1_W09	Student gets general knowledge of reading the financial statements, ability to recognize differences between national financial statements										
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	
E1_W03	X							X			X	
E1_W03								X			X	
E1_W06	X										X	
MSG1_W09	X							X				

Skills	MSG1_U02	Student knows how to use the basic knowledge of financial analysis in practice regarding the functioning of the company on the market
	MSG1_U04	Student is able to observe and analyze the basic economic processes taking place in the enterprise, can interpret the necessary financial indicators in this area using standard methods and tools used in financial analysis.
	E1_U07	Student is able to analyze and assess the current financial situation of the company
	E1_U08	Student has the ability to observe, understand and analyze phenomena and economic processes using financial analysis methods

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_U02	X							X			X
MSG1_U04	X							X			X
E1_U07	X							X			X
E1_U08	X							X			X

Attitudes	E1_K02	Student is able to interact in a team working as part of a group project
	E1_K04	Student correctly identifies and diagnoses dilemmas regarding the company's current financial situation and investment decisions
	E1_K04	Student raises skills related to cooperation and communication and the use of acquired knowledge as part of preparation for the future career
	MSG1_K05	Student is able to effectively participate in the group project tasks regarding the functioning of modern business entities in the conditions of the growing internationalization of economic activity and the development of integration processes
	MSG1_K03	Student communicates with the environment in a proper way

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
E1_K02				X							X
E1_K04	X							X			X
MSG1_K05											X
MSG1_K02								X	X		X

Course contents

Introduction to financial reporting - aims, general rules and principles
 Financial statements - Balance Sheet, Income Statement, Cash Flow, Capital changes statement, Users of Financial Statements
 Introduction to the Financial Analysis - definition, object and scope, internal and external conditions
 Principles, methods and limitations of the financial analysis
 Introductory analysis of financial statements - horizontal vs. vertical analysis
 Ratio Analysis - financial liquidity, financial leverage, efficiency and profitability
 Relations between ratios - Du Pont Model
 Cash Flow analysis
 Preparation of basic financial analysis using Excel worksheet

Recommended reading lists
Basic:

Revsine L., Vollins D., Johnson B., Financial Reporting and Analysis, Prentice Hall, 2004
 Comiskey E., Guide to Financial Reporting and Analysis, John Wiley and Sons, 2000,
 Peterson Drake P., Fabozzi F.J., Analysis of Financial Statements, John Wiley and Sons, 2012



Additional literature:

Books on the topic

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title		Foreign Direct Investments in Poland and EU						ECTS code		14.3.EE.FZ.2765							
								ECTS credits		3							
								max. students		35							
Name of unit administrating study			OBIE		Field of study		Economics/MSG**		Field of specialisation			NONE;					
Teaching staff			Stanisław Umiński, Habilitated doctor														
Number of hours																	
Lectures		15	Classes		0	Tutorials		0	Laboratory		0	Seminars		0	Language classes		0
Forma aktywności									Year&Type of studies*			3 SS1, 2 SS2,					
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:			5, 3,				
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:			optional				
Total number of hours:								0		Language of instruction:			English				
Teaching form		in-class learning															
		Economic Faculty, Sopot															
Teaching methods		Lectures including multimodal presentations, Individual projects,															
Prerequisites (required courses and introductory requirements)																	
Required courses																	
Introductory requirements		Student shall have basic knowlegde in economics. The knowledge of international economics or international economic relations is recommended.															
Assessment method, forms and criteria																	
Assessment method		Course completion (graded)															
Assessment criteria		The presentation prepared by the Student(s) shall touch the problems of foreign direct investments. The topic ought to be devoted to the general aspects of FDI or be focused on the problems of FDI (incoming or outgoing) in the specific country. Thus it may have general, sectoral or country approach. The reference as well the example of ideas that the presentation might be about is the variety of problems researched in the series of World Investment Reports by UNCTAD. The presentation shall make reference to literature on FDI available on the internet or in a form of books. The grading scale is consistent with study regulations.															
Course objectives																	
Knowledge: MSG1_W01, MSG1_W02, MSG1_W04, MSG1_W05, MSG1_W06, MSG1_W10, MSG1_W15, MSG1_W17 Skills: MSG1_U01, MSG1_U02, MSG1_U03, MSG1_U04, MSG1_U07, MSG1_U09, MSG1_U16 Attitudes: MSG1_K01																	
Learning outcomes																	
Knowledge		E1_W01		Student acquires basic knowledge on foreign direct investments (FDI) in the EU and in Poland.													
		E1_W02		Student knows theorethical framework devoted to FDI, methodological questions related to FDI data collection.													
		E1_W04		Student knows differences between FDI and portfolio investments.													
		E1_W05		Student identifies FDI trends and structures in Poland and in the EU as well as basic legal provisions related to capital transfers in the EU law.													
		E1_W06		Students get to know consequences of FDI inflows.													
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					

E1_W01									X		
E1_W02							X		X		
E1_W04						X			X		
E1_W05						X		X	X		
E1_W06											

Skills	E1_U01	Student will learn how to analyse information and statistical data on FDI.									
	E1_U02	Student will learn on motives and consequences of capital flows.									
	E1_U03	Another important aspect is application of the EU law regulations on capital transfers as well as OECD benchmark recommendations on FDI to practical situations.									
	E1_U04	The Student shall be able to predict the consequences of FDI inflow and outflow for competitiveness.									
	E1_U07	Student will be able to identify and assess the key elements of investment attractiveness.									

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
E1_U01						X					
E1_U02						X			X		
E1_U03							X	X		X	
E1_U04							X	X		X	
E1_U07						X		X	X	X	

Attitudes	E1_K01	The competences acquired by the Student will be useful in professional carrier in such work as regional development agencies or other bodies or organisation involved in attracting foreign direct investment.									
	E1_K01	The knowledge acquired by the Student is essential for understanding foreign direct investors' behaviour.									

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
E1_K01						X	X	X	X	X	

Course contents

Foreign direct investments (FDI): definitions and statistical problems, direct and portfolio investments, monitoring of FDI inflow;
Theories of FDI: investment portfolio, international production, localization, internalization, eclectic Dunning's theory, motives of FDI;
Poland as a place of FDI location: FDI in Poland, role of EU origin investors, assessment of investment attractiveness in Poland;
FDI influence on the economy of Poland: theoretical aspects, FDI's influence on competitiveness;
FDI in process of technology transfer: theory of technology transfer, FDI role in innovativeness and R&D;
Freedom of capital transfer in the EU: basic EU law in the area of capital transfer, evolution of legal basis, safeguard clauses, FDI flows in the EU - intra and extra flows and stocks;
EU as a place for location of transnational corporations: economic integration in the EU, assessment of investment climate, strategies of Polish FDI in the EU, Polish FDI in the EU countries.

Recommended reading lists

1. Dunning J.H., S.M. Lundan, *Multinational Enterprises and the Global Economy*, Edward Elgar Publishing, 2008
2. Radosevic S., *International Technology Transfer and Catch-up in Economic Development*, Edward Elgar, Cheltenham, 1999
3. <http://www.oecd.org/investment/fdibenchmarkdefinition.htm>
4. Forsgren M., *Theories of the Multinational Firm. A Multidimensional Creature in the Global Economy*, Second Edition, Edward Elgar, Cheltenham, 2013



5. UNCTAD: <http://www.unctad.org>

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

** MSG - International Economic Relations

Course title	Graphs in the practice of decision making						ECTS code		14.3.EM.FZ.1532		
							ECTS credits		5		
							max. students		40		
Name of unit administrating study		KEiFPT		Field of study		MSG**		Field of specialisation		NONE;	
Teaching staff		Michał Suchanek, Ph.D. ; Beata Majecka, Habilitated doctor									
Number of hours											
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		2 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		3,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional		
Total number of hours:						0	Language of instruction:		English		
Teaching form		in-class learning									
Teaching methods		Work in computer laboratories, Collaborating, group activities, Case studies, Lectures including multimodal presentations,									
Prerequisites (required courses and introductory requirements)											
Required courses		Microeconomics, Statistics, Econometrics									
Introductory requirements		The student should have the ability to identify decision problems in the course of running a company as well as be able to use the basic techniques of mathematics and statistics. The student should also be keen to explore the possibilities of using quantitative research in the practice of economy.									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		The student is evaluated upon the basis of his presence and activity during the classes. The student is obliged to participate actively by solving decision problems with the use of acquired techniques									
Course objectives											
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.											
Learning outcomes											
Knowledge			The goal of the subject is for the student to acquire basic knowledge about the graph theory and its use in the decision making problems. The student acquires broad knowledge of the cause and effect relations in the economic systems. Furthermore, the student gains knowledge which helps him to identify, describe, define and optimise decision situations.								
Skills			The student acquires techniques which allow him to model and forecast complex economic problems. He gains the ability to foresee the consequences of their decisions thus being able to effectively plan ahead in the course of real economic problems.								
Attitudes			The student should learn how to transform knowledge and potential abilities into effective solutions. He acquires the ability to identify, diagnose and solve dilemmas. Hence he learns very precise techniques, which however, demand a high level of elasticity and the ability of creative thinking so as to simplify the real complex problems enough to be able to apply universal techniques.								
Course contents											
1. Introduction to graphs 2. Paths, cycles, mazes, labyrinths 3. Scheduling as a technique of project management 4. Network analysis methods and their applications 5. Time-cost analysis methods and their applications in project management 6. Network planning 7. Network analysis methods in the operations management - product graphs 8. Decision tree technique in dynamic economic processes											



9. Pseudo-AI network methods and their application in decision making

Recommended reading lists

R.J. Wilson, *Introduction to Graph Theory*, Longman, Cambridge 1996

M.E.J. Newman, *Networks: An Introduction*, Oxford University Press, Oxford 2010

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

** MSG - International Economic Relations

Course title	Innovation and innovation management				ECTS code	14.3.EE.FZ.10					
					ECTS credits	5					
					max. students	30					
Name of unit administrating study	KEIE	Field of study	Economics/MSG**	Field of specialisation	NONE;						
Teaching staff	Tomasz Brodzicki, Habilitated doctor										
Number of hours											
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*	2 SS2, 3 SS1,				
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:	3, 5,				
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:	optional				
Total number of hours:				0		Language of instruction:	English				
Teaching form	in-class learning										
Teaching methods	Discussion, questioning, Lectures including multimodal presentations, Case studies,										
Prerequisites (required courses and introductory requirements)											
Required courses	Introduction to management. Elementary microeconomics.										
Introductory requirements	Good command of English.										
Assessment method, forms and criteria											
Assessment method	Course completion (graded)										
Assessment criteria	<p>Attendance + active participation.</p> <p>Group work devoted to real companies - report and its presentation. Essay.</p> <p>Grading system:</p> <p>91 % or more - 5 (very good)</p> <p>81 % or more - 4+</p> <p>71 % or more - 4</p> <p>61 % or more - 3+</p> <p>51 % or more - 3</p> <p>0 % or more - 2 (failed)</p>										
Course objectives											
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.											
Learning outcomes											
Knowledge	<p>As for knowledge effects, students gain a thorough understanding of innovation and innovation management practicies and will be able to aprehend the role of innovation in economic system at different levels (macro, meso and micro). The course will provide the participant with principal tools and methods utilized in contemporary innovation management in SMEs as well as corporations. Students understand the functioning of a modern innovative company; define the notion of entrepreneurship and know how to set up a business and develop it; know how to manage an innovative company and - to that end - how to use different tools utilized in the development of strategy.</p>										

Skills		As regards skills, students put their knowledge of into practice with a view to sorting out concrete corporate problems; make use of their knowledge with the aim of taking up new challenges and solving problems related to their professional careers; analyse and identify links between businesses and institutions of the national and regional innovative system; have a satisfactory command of foreign languages.
Attitudes		As for social competences, students collaborate with others and perform well in team-work; organise their work and make decisions concerning their professional lives; get across their ideas easily and accept responsibility for their own and others' work; are entrepreneurial, creative and innovative.

Course contents

What is Innovation?
 Innovation and Firms Competitiveness
 Innovation and Internationalization Nexus
 Systemic Approach to Innovation
 Can Innovation Process be Managed?
 Ten Types of Innovation
 Creativity
 Looking across and New market innovations
 Blue ocean strategies
 Change Management and Leadership in Innovation
 Business Model Canvas
 Innovation Culture - case studies
 Creating the innovative organization (7 thinking hats of de Bono)
 Innovation Strategy - Increasing Strategic Intelligence (Ansoff, BCG, parametric SWOT)
 Design and implementation of technology strategy
 Developing innovative capabilities
 Finance and Innovation

Recommended reading lists

Core textbooks

Keeley L. et al.(2013), Ten Types of Innovation, The Discipline of Building Breakthroughs, Wiley, London.
 Osterwalder A., Pigneur Y. (2010), Business model generation, Wiley, London.
 Tidd, Bessant (2009) Managing innovation. Integrating technological, market and organizational change, 4th edition, John Wiley&Sons.
 Christiansen et al. (2004) Seeing What's Next, Harvard Business School Press.
 Brodzicki (2016), Innovate or remain domestic? Innovation and internationalization nexus. Initial evidence for Poland from a large firm-level survey, in: Katarzyna Śledziewska red., Digital Ecosystems, Smart Economy and Innovation, DeLAB, Uniwersytet Warszawski, Warszawa

Additional material

Fagerberger (2006) The Oxford Handbook of Innovation, Oxford University Press.
 Burgelman et al. (2009) Strategic management of technology and innovation, McGraw-Hill/Irvin.
 Aaker (2001) Developing Business Strategies, John Wiley&Sons.
 Porter (1998) Competitive strategy, The Free Press.
 selected journal papers and working papers

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
 ** MSG - International Economic Relations

Course title	International economics						ECTS code		14.3.EE.FZ.14		
							ECTS credits		5		
							max. students		30		
Name of unit administrating study		KEIE		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff		Tomasz Brodzicki, Habilitated doctor ; Stanisław Umiński, Habilitated doctor									
Number of hours											
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*		3 SS1, 2 SS2, 1 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:		5, 3, 1,			
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:		optional			
Total number of hours:						0		Language of instruction:		English	
Teaching form		in-class learning									
Teaching methods		Lectures including multimodal presentations, Discussion, questioning,									
Prerequisites (required courses and introductory requirements)											
Required courses		Undergraduate micro and macroeconomics.									
Introductory requirements		Good command of English.									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		Active participation in classes + attendance. Final extended essay to be handled in the end of the term on a preassigned topic (selection of topics provided for). Multiple-choice test on the areas covered during the lectures and in the preassigned literature.									
Course objectives											
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.											
Learning outcomes											
Knowledge				Students have extended knowledge of trade theory, trade empirics, trade policy, economic integration, international financial system, open economy macroeconomics and aspects of economic growth in open-economies. The participant gains a through understanding of the complex aspects of the contemporary international economic systems.							
Skills				A student learns how to solve the problems, analyzes and assesses the market data concerningspecific problems in international economicss. He/she interprets properly the motives of international transactions and flows and makes use of theoretical background in empiricalltests of their performance. A student analyzes the determinants and consequences of processes, collects and measures the statistical data and economical indicators with the aim to make forecasts. A student analyses the background for managerial decisions through the case study analysis.							
Attitudes				Concerning the social skills, the student is able to work in an international team, taking part in a discussion and trying to solve the tasks in an enterpreneurial way. A student identifies the challenges of working in financial institutions domestically and internationally. He/she is aware that it is necessary to expand and complement knowledge in international economics throughout their working lives. Students demonstrate accountability for their work, knowing the diversity of business cultures.							
Course contents											
1. Introduction to international economics 2. Classical models of foreign trade 3. Standard model of international trade - graphical explanation											

4. Other trade theories: H-O, HOS, HOV, technology as a base for trade
5. New trade theory of Krugman (1980) - intra-industry trade (HIIT and VIIT)
6. New new trade theory - heterogeneous firms - exporters and non-exporters in trade Melitz (2003) - micro-level evidence
7. International trade policy
8. International movements of factors of production
 - a. foreign direct investments
 - b. international migration
9. Determinants of foreign exchange rates.
10. Foreign exchange rate regimes, OCA debate, international role of euro.
11. Balance of payments and adjustments in balance of payments - automatic adjustment mechanisms and adjustment policy.
12. Models of small and large open economies under flexible/fixed exchange rates
13. Openness, economic growth and economic development - theoretical and empirical aspects.

Recommended reading lists

Main textbooks:

1. Krugman Paul, Obstfeld Maurice, Melitz Marc (2013), International economics, Theory and Policy 9th edition, Addison Wesley.
2. Pilbeam K. Pilbeam K. (2013), International Finance, 4th edition, Palgrave Macmillan, London.

Additional literature:

1. Selected journal articles, working papers and web sites.
2. Feenstra Robert C. (2004) Advanced International Trade, Princeton University Press.
3. Obstfeld Maurice, Rogoff Kenneth (1996) Foundations of International Macroeconomics, MIT Press.
4. Ciżkowicz P., Rzońca A., Umiński S., (2013) "The determinants of regional exports in Poland - a panel data analysis", Post-Communist Economies, Volume 25, Issue 2, s. 206-224
5. Brodzicki T., Umiński S., (2013) "International trade relations of enterprises established in Poland's regions: gravity model panel estimation", Working Paper nr 1/2013, Instytut Rozwoju.
6. Brodzicki T. (2012), On optimality or non-optimality of the eurozone, w: Turnovec, F., Strielkowski, W., et al. (2012), Advanced Economics of European Integration: selected issues. 1st ed. Charles University in Prague, Faculty of Social Science.

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
 ** MSG - International Economic Relations

Course title	International Human Resources Management (excluding IB students)						ECTS code		04.5.EE.FZ.803			
							ECTS credits		5			
							max. students		30			
Name of unit administrating study		IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff		Dorota Simpson, Associate Professor										
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*		3 SS1, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		5, 3,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Discussion, questioning, Individual projects, Collaborating, group activities, Case studies, Didactic games,										
Prerequisites (required courses and introductory requirements)												
Required courses		Students should have basic knowledge of <ul style="list-style-type: none">management and organization behaviourbusiness strategies in global market.										
Introductory requirements		Students should have basic knowledge of macro and microeconomics, management and organisational behaviour, business strategies in global market. They should understand how international business operates in the era of globalisation. Knowledge related to transnational corporations and their market strategies in the global market and the importance in contemporary economy is required.										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		<ul style="list-style-type: none">50% of the final mark = students' activity (ative participation and contribution to discussed issues, role playing, presentations)50% of the final mark = results of the exam (21-25 questions) covering the theory related to the International Human Resources Management51-60% = 3, 61-70% = 3,5; 71-80% = 4; 81-90% = 4,5; 91-100% = 5;										
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
Knowledge	MSG1_W06	demonstrates widened knowledge in basic areas of operation of contemporary enterprise, including international market										
	MSG1_W07	has widened knowledge about the man as the individual taking economic decisions, operating in social and organizational units, including also individual business activity										
	MSG1_W16	demonstrates deepened knowledge of legal, cultural and financial determinants connected with conducted business activity, in particular of international character										
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		
MSG1_W07	X						X	X	X		
MSG1_W16	X						X	X	X		
Skills	MSG1_U12	presents own opinions, doubts and suggestions supporting them with arguments based on selected theories, views of various authors and/or statistical data									
	MSG1_U14	prepares speeches and oral presentations with deep knowledge in Polish and English language referring to international business relation (in connection with selected specialty in the field of international business relations) or interdisciplinary works									

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_U12						X	X				
MSG1_U14								X	X		

Attitudes	MSG2_K01	knows limitations of own knowledge and skills and understands the need of life-long learning and supplementing acquired knowledge and skills widened by interdisciplinary dimension; inspires and organizes the process of learning of other people									
	MSG1_K02	cooperates in a team and undertakes various team roles, has organizational skills which allow to accomplish goals connected with planning and undertaking professional activities; is aware of own responsibility for own work and coworkers' responsibility for common research and projects									
	MSG1_K07	is aware of importance of conduct in working life in professional, ethical way respecting diversity of views and cultures; is aware of corporate social responsibility									

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_K01							X		X		
MSG1_K02					X		X	X	X		
MSG1_K07								X	X		

Course contents

The essence of human resources management, terminology and definitions, models of HRM, domestic versus international HRM. Stages of HRM process: HRM planning, recruitment and selection, induction, training and development, assessment, promotion, compensation, redundancy. Impact of cultural differences on international human resources management, ethnocentric, polycentric, geocentric and regiocentric approaches to international recruitment and selection, international assignment. Compensation systems in international human resources management.

Recommended reading lists
Obligatory:

- 1) Anne-Will Harzing and Ashly Pinnington (eds.), 2014, *International Human Resource Management*, SAGE Publications Ltd., London
- 2) P.J.Dowling, M.Festing, A.D.Engle, *International Human Resource Management*, Cengage Learning EMEA, Cheriton House UK, 2013
- 3) Carolina Machado, editor, 2015, *International Human Resource Management*, Springer International Publishing

Facultative:

- 1) David Collings, Geoffrey T. Wood, Paula M. Caligiuri, 2014, *The Routledge Companion to International Human Resource Management*, Routledge, London and New
- 2) M. Armstrong Strategic HRM, Kogan Page 2006, ISBN 0-74944-511-4
- 3) M. Armstrong, A Handbook of Human Resource Practice, Kogan Page 2006, ISBN 0-7494- 4631-5
- 4) M. Armstrong, A Handbook of Human Resource Practice, Kogan Page 2006
- 5) A. Sherman, G. Bohlander, S. Snell, *Managing Human Resources*, South-Western College Publishing 1998, ISBN 0-538-87075-3

6) D. Simpson, Cultural differences in conducting business in the South Baltic Region [in:] Export marketing of Small and Medium-Sized Enterprises in the South Baltic Region, ed. H. Treder, P. Kulawczuk, Gdańsk University Press, Gdańsk 2012, p.p. 173-185

Journals:

"The International Journal of Human Resource Management"
"Human Resource Management Review"
"Academy of Management Journal"
"Journal of International Business Studies"
"International Journal of Intercultural Relations"

On-line sources:

Society for Human Resource Management <https://www.shrm.org>
Global Human Capital Trends 2016, 2017, Deloitte,
<https://www2.deloitte.com/us/en/pages/human-capital/articles/introduction-human-capital-trends.html>
GlobalHR News, <https://www.yumpu.com/en/globalhrnews.com>

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title		International Marketing (excluding IB students)						ECTS code		04.7.EE.FZ.49													
								ECTS credits		5													
								max. students		30													
Name of unit administrating study			IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;												
Teaching staff			Marek Reysowski, PhD																				
Number of hours																							
Lectures		30		Classes		0		Tutorials		0		Laboratory		0		Seminars		0		Language classes		0	
Forma aktywności								Year&Type of studies*				3 SS1, 2 SS2,											
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:				5, 3,									
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:				optional									
Total number of hours:								0		Language of instruction:				English									
Teaching form			in-class learning																				
Teaching methods			Lectures including multimodal presentations, Individual projects, Case studies,																				
Prerequisites (required courses and introductory requirements)																							
Required courses			Students must have basic knowledge about marketing and graduate at least one marketing course. The course cannot be selected by I IB students who have it in their study programme as an obligatory course.																				
Introductory requirements			The goal of the course is to characterise the phenomenon of the international marketing, resent major marketing challenges companies face entering the international market. Students will have also to work on real business cases that will help them to comprehend the complexity of decisions made by managers in the international marketing.Other goal of the course is the presentation of the process of companies internationalization and globalization and differences between acting on domestic and international market.																				
Assessment method, forms and criteria																							
Assessment method			Course completion (graded)																				
Assessment criteria			The final grade is based on three factors: student involvement, written test and group projects.																				
Course objectives																							
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.																							
Learning outcomes																							
Knowledge		MSG1_W05		Students know the types of economic relations between multinational markets and the regularity governing these relations, including rules of the market and market mechanism, both in terms of national and international scope																			
		MSG1_W10		Students know also processes supporting the decision-making by managers and consumers-have at least a basic knowledge of the management of a business entity in the international market, including knowledge of marketing concepts and tools used in the management.																			
		MSG1_W15		Students have a basic knowledge of a human being, as a unit of economic decision-maker acting in social structures and agencies, in particular companies operatin in the international market-know the basic methods and marketing tools, including tools and techniques of data collection, allowing to describe and analyze business entities operating in the international market and the processes and phenomena between them.																			
		MSG2_W05		Students know the types of economic relations between multinational markets and the regularity governing these relations, including rules of the market and market mechanism, both in terms of national and international scope																			
		MSG2_W10		Students know also processes supporting the decision-making by managers and consumers-have at least a basic knowledge of the management of a business entity in the international market, including knowledge of marketing concepts and tools used in the management.																			

	MSG2_W15	Students have a basic knowledge of a human being, as a unit of economic decision-maker acting in social structures and agencies, in particular companies operating in the international market-know the basic methods and marketing tools, including tools and techniques of data collection, allowing to describe and analyze business entities operating in the international market and the processes and phenomena between them.									
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_W05			X					X	X		
MSG1_W10			X					X	X		
MSG1_W15								X	X		
MSG2_W05			X					X	X		
MSG2_W10			X					X	X		
MSG2_W15								X	X		
Skills	MSG1_U02	Students can interpret the basic problems of international marketing linked to the modern world economy, their causes and processes.									
	MSG1_U06	Students are able to make observations and analysis of basic marketing processes taking place in an market economy, can interpret necessary in this regard statistical data and economic indicators, as well as to forecast economic processes and phenomena using standard methods and tools in economics.									
	MSG1_U13	Students are able to use the basic methods and marketing tools, including techniques of data collection and marketing tools to diagnose business processes on the basis of making the right economic decisions.									
	MSG2_U02	Students can interpret the basic problems of international marketing linked to the modern world economy, their causes and processes.									
	MSG2_U06	Students are able to make observations and analysis of basic marketing processes taking place in an market economy, can interpret necessary in this regard statistical data and economic indicators, as well as to forecast economic processes and phenomena using standard methods and tools in economics.									
	MSG2_U13	Students are able to use the basic methods and marketing tools, including techniques of data collection and marketing tools to diagnose business processes on the basis of making the right economic decisions.									
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_U02			X								
MSG1_U06								X	X		
MSG1_U13								X	X		
MSG2_U02			X								
MSG2_U06								X	X		
MSG2_U13								X	X		
Attitudes	MSG1_K03	Students can work as a team on projects, including taking various team roles, have elementary organizational skills that allow them the implementation of the objectives and making professional activities.									
	MSG1_K06	Students properly communicate with classmates and lecturers, can properly determine the priorities for implementation specified by themselves or by others tasks and take responsibility for their actions.									

	MSG2_K03	Students can work as a team on projects, including taking various team roles, have elementary organizational skills that allow them the implementation of the objectives and making professional activities.
	MSG2_K06	Students properly communicate with classmates and lecturers, can properly determine the priorities for implementation specified by themselves or by others tasks and take responsibility for their actions.

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_K03								X	X		
MSG1_K06								X	X		
MSG2_K03								X	X		
MSG2_K06								X	X		

Course contents
1. Introduction into the International Marketing and Entry Modes

Objectives and program of the course

Literature

Grading Policy

Direct exporting

Direct investment

Strategic alliances

2. Global Segmentation and Positioning

Grouping consumers within countries into homogenous segments

Use of strategically equivalent segments

Use of macro and micro data

Implications for positioning

Tools for forming groups

3. International Marketing Research

Basic problems in international marketing research

Sources of information

Adapting research methods to the international specific

Evaluation of foreign markets attractiveness

4. Pricing

International price setting

International price standardization

Transfer pricing

5. Product Development For Global Markets

Adaptation vs standardization

Concept testing

Influence of the R&D interface

New product development for international markets

Product introduction: diffusion, sprinkler and waterfall

6. Distribution strategies

exclusive distribution

selective distribution

intensive distribution

7. Promotion strategies

pull strategy

push strategy

Recommended reading lists

- International Marketing By Stanley L. Paliwoda, Michael J. Thomas, Butterworth Heinemann 1998.
- The Central Challenge for Global Strategy By Pankaj Ghemawat, Harvard Business Review, March 2007 Handouts distributed at class.

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

** MSG - International Economic Relations

Course title		Logistics for Economic Processes						ECTS code		14.3.EE.FZ.2851			
								ECTS credits		5			
								max. students		35			
Name of unit administrating study			KL		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff			Leszek Reszka, Ph.D.										
Number of hours													
Lectures	0	Classes	0	Tutorials	0	Laboratory		30	Seminars	0	Language classes		0
Forma aktywności								Year&Type of studies*		3 SS1, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		5, 3,			
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional			
Total number of hours:							0	Language of instruction:		English			
Teaching form		in-class learning											
Teaching methods		Lectures including multimodal presentations, Work in computer laboratories, Collaborating, group activities, Case studies,											
Prerequisites (required courses and introductory requirements)													
Required courses		Microeconomics, macroeconomics.											
Introductory requirements		Basic economic knowledge.											
Assessment method, forms and criteria													
Assessment method		Course completion (graded)											
Assessment criteria		Student's working during the classes is recorded by the teacher, which is the base of the final grade.											
Course objectives													
Learning outcomes													
Knowledge		E1_W01		Student gains the knowledge of logistic support for an organization.									
		E1_W06		Student knows tools and methods used in logistics									
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	
E1_W01				X				X	X				
E1_W06				X				X	X				
Skills		E1_U04		Student is able to implement presented logistic tools and methods in practice.									
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	
E1_U04				X				X	X				
Attitudes		E1_K02		Student can work in groups.									
		E1_K01		Student aims to gain the knowledge permanently.									

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
E1_K01								X			
E1_K02							X				

Course contents

- The fundamentals of logistics:
definition of logistics,
logistic support system's components,
macro- and microeconomic aspects of logistics
- Demand in logistics:
primary and derivative demand in logistics,
the role of primary demand forecasts in logistics,
material requirements planning
evolution of MRP systems,
Zeparde Gozinto's graph
- Inventory management:
Wilson's model,
ABC / XYZ classification,
the idea of separating point
- Evaluation and choice of the supplier:
identification of potential suppliers,
determination of main criteria and parameters,
principles of grading for criteria and parameters,
introduction of possible wages for criteria and parameters,
calculating of score for each supplier,
taking a decision about choice of the supplier
- Logistic costs:
total logistic costs calculation,
activity based costing as a method of logistic processes management ,
the idea of life cycle logistic support system

Recommended reading lists

Ballou R. H.: Basic Business Logistics. Prentice Hall, New York 1987
 Blanchard B. S.: Logistics Engineering and Management. Prentice Hall, New Jersey 1998
 Eppen G. D., Gould F. J., Schmidt C. P., Moore J. H., Weatherford L. R.: Introductory Management Science Decision Modelling with Spreadsheets. Prentice Hall, New Jersey 1998.
 Simchi-Levi D., Kaminsky P., Simchi-Levi E.: Designing and managing the supply chain. Irwin McGraw - Hill, International Editions 2000

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

** MSG - International Economic Relations



Course title	Managerial Decision Making Exercises						ECTS code	04.0.EE.FZ.2988			
							ECTS credits	5			
							max. students	28			
Name of unit administrating study	KMakr	Field of study	Economics/MSG**	Field of specialisation	NONE;						
Teaching staff	Przemysław Kulawczuk, Associate Professor										
Number of hours											
Lectures	0	Classes	30	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*	3 SS1,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:	5,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:	optional			
Total number of hours:						0	Language of instruction:	English			
Teaching form	in-class learning Faculty of Economics Building										
Teaching methods	Activating methods in training classes, Discussion, questioning, Collaborating, group activities, Case studies,										
Prerequisites (required courses and introductory requirements)											
Required courses	Basic course on managemnt or business administration is welcome.										
Introductory requirements	General knowledge on the main fields of managment / business administration is required. Openess and creativity to solving business problems is welcome. Students are kindly eouraged to bring their laptops, tablets, smartphones for classes beacue we will need to use them for on-line collection of information for decision making processes. This course will also teach you how to use internet to make fast and effective business decisions.										
Assessment method, forms and criteria											
Assessment method	Course completion (graded)										
Assessment criteria	<p>The fundamental criteria of assessment include two groups of elements:</p> <p>a) active participation and contribution to exercises, group work, small projects, decision making exercises, decision preprations and other forms of buiding skills and knowledge on managerial decisions making- 50% of available</p> <p>b) quality of presentations and small projects - 50% of available points,</p> <p>measured by: application of professional manegaerial approach 1/4, creativity and innovation approach, respecting corporate social responsibility 1/4, high prospects for good results and good efforts / outcomes ratio 1/4.</p>										
Course objectives											
<p>The course main aim to build skills and knowledge in making effective managerial decisions using experineces and practices of managemnt, psychology, sociology, culture and in the spirit of corporate social responsibility.</p> <p>The course graduate will be a mature decision making specialist who can properly assess the situation, define the problem, design possible solitions, make the right choice and effectively implement the decision in the business life.</p>											
Learning outcomes											
Knowledge	MSG1_W06	The student gains the enlarged knowledge on managerial decisions process including international markets									
	E1_W11	The student gains knowledge in managerial decisions process, including different business situations and fields ob business admionistration									
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		
E1_W11						X	X	X	X		
Skills	MSG1_U07	The student gains skills in using knowledge in decision making in green business formation, including international business environment									
	E1_U06	The student gains the ability to design reasonable business propositions to solve problems in different fields of business management									
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_U07						X	X	X	X		
E1_U06						X	X	X	X		
Attitudes	MSG1_K02	The student is able to work in team, accepts different roles in the group, build organizational skills of cooperation that allow for successful decision making									
	E1_K02	The student can set up priorities and plan tasks as well as monitor and correct the progress									
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	X	X		
MSG1_K02						X	X	X	X		
Course contents											
2 introductory lectures followed by short exercises, 12 classes, each class will start from short introductory lecture 15-20 min which will remind the basic concepts in the given field of management, and following practical excercises, conducted in international students' teams on different elements of decision making process. The exercises will be completed by short presentations and discussions.											
Design of classes: each class will start from											
1. Rational model of managerial decision making - lecture and short exercise											
2. Behavioral models of making business decisions - lecture and short exercise											
3. Business field for start up choice - exercise on decisions prepearation											
4. Equal employment - managerial exercise											
5. Customers' complaints solutions - managerial exercise											
6. Suppliers' treatment exercise											
7. Environmental disaster - crisis behavior exercise											
8. Market entry dilemmas - assessment of decisions' alternatives											
9. Customers' boycott - criis management exercise											

10. Merger of two companies - managerial game
11. Theft of intellectual property by Far Distance Competitor - strategy preparation
12. Technology damage and employees' mobilization - crisis management exercise
13. Motivating employees - overcoming high employment turnover - planning exercise
14. Participatory management - preparation of decisions involving employees in the management process

Recommended reading lists

1. Case studies delivered by the instructor in the electronic form
2. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, Entrepreneurship, Irwin Professional, 2007
3. The Sustainable Business Case Book, The Saylor Foundation, or any other book on CSR applications
4. BarlettCh., Ghoshal S., Birkinshaw J., Transnational Management, Text, Cases and Readings in Cross-Border Management, McGraw Hill, 2003 or later editions

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

** MSG - International Economic Relations

Course title	Mergers and acquisitions (excluding IB students)						ECTS code		14.3.EE.FZ.2779														
							ECTS credits		5														
							max. students		22														
Name of unit administrating study			IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;												
Teaching staff			Magdalena Markiewicz, Ph.D.																				
Number of hours																							
Lectures		0		Classes		30		Tutorials		0		Laboratory		0		Seminars		0		Language classes		0	
Forma aktywności								Year&Type of studies*				3 SS1, 2 SS2,											
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:				5, 3,									
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:				optional									
Total number of hours:								0		Language of instruction:				English									
Teaching form			in-class learning																				
Teaching methods			Lectures including multimodal presentations, Case studies, Discussion, questioning, Work in computer laboratories,																				
Prerequisites (required courses and introductory requirements)																							
Required courses			None																				
Introductory requirements			Basic knowledge of financial markets and business vocabulary. General preparation to finance management and strategic planning.																				
Assessment method, forms and criteria																							
Assessment method			Course completion (graded)																				
Assessment criteria			An essay or a presentation related to the chosen case study, prepared according to the preliminary conditions. It will be an opportunity to use database of Thomson Reuters Eikon in which it is planned to be held a part of meetings, concerned on research on corporate analysis. The subject of an essay may be chosen from a selection of topics provided by the teacher or individually, at the beginning of the lecture. The output of the essay shall be presented in final part of the course.																				
Course objectives																							
The basic aim of the subject is getting acquaintance by the students with mergers and acquisitions as the important processes of gaining the competitive advantage in the financial markets. Within the course there are analyzed the case studies of mergers of companies and institutions acting in the domestic and international scale.																							
Learning outcomes																							
Knowledge		MSG2_W03		A student is familiar with the terminology of M&A.																			
		MSG2_W05		A student recognizes the relations between the modern companies in the contemporary economy in a domestic and international aspect.																			
		MSG2_W06		A student defines different motives driving the transactions. A student identifies also practical guidelines for mergers and acquisitions (M&A) analysis.																			
		MSG2_W09		A student understands an evaluation of policies towards M&A.																			
		MSG2_W13		Students recognize the rules of entrepreneurship, competition, strategic planning processes and regulatory framework in mergers and acquisitions in the international context.																			
		MSG2_W15		Student recognizes the specific features of functioning of the companies and financial institutions in the international markets. Student recognizes the importance of planning the process of M&A.																			
		MSG2_W16		A student knows the types and forms of realizing the mergers and acquisitions.																			
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
MSG2_W03				X				X			
MSG2_W05				X				X			
MSG2_W06				X				X			
MSG2_W09				X							
MSG2_W13				X							
MSG2_W15				X							
MSG2_W16	X			X							
Skills	MSG2_U02	A student interprets properly the motives of M&A and makes use of theoretical background in empirical tests of M&A performance. A student analyses the determinants and consequences of financial processes, collects and measures the statistical data and economic indicators with the aim to make prognosis of the development of the M&A transaction and post-merger integration. He/she is able to consider the successful and unsuccessful factors in M&A transactions by analysing the key elements of them in the case studies.									
	MSG2_U04	The student analyzes the relationship between market participants, identifies the risks arising from his/her decisions.									
	MSG2_U07	A student analyzes the determinants and consequences of financial processes, collects and measures the statistical data and economical indicators with the aim to make prognosis of the development of the M&A transaction and post-merger integration. He/she is able to consider the successful and unsuccessful factors in M&A transactions by analyzing the key elements of them in the case studies.									
	MSG2_U09	A student uses properly terms and definitions concerning the subject. Students can then interpret the data needed to evaluate the use of certain ownership strategies or the amount of financial leverage, so he/she knows how to solve the dilemmas emerging in his professional way. In the course of deriving conclusions from the analysis the student uses terminology specific to finance and banking in English, using a variety of international sources of data.									
	MSG2_U14	Students have ability to prepare in-depth analysis of a case.									
	MSG2_U15	Students will prepare practical presentations concerning practical issues and market examples.									
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
MSG2_U02				X							
MSG2_U04				X				X			
MSG2_U07				X				X			
MSG2_U09				X							
MSG2_U14				X							
MSG2_U15								X			
Attitudes	MSG2_K01	Students know the limitations of own knowledge and skills and the need of long-life ammendments of it.									
	MSG2_K02	A student has the skills of teamwork, taking part in a discussion and trying to solve the tasks in an enterpreneurial way. A student identifies the challenges of working in financia institutions domestically and internationally. He/she is aware that it is necessary to expand and complement knowledge in finance and banking area throughout their working lives.									

	MSG2_K03	Students demonstrate accountability for their work, prioritizes the tasks, knowing the diversity of business cultures.
	MSG2_K07	Student is aware of demonstrating his professional attitude in an ethic and responsible way with the respect for the diversity of culture.

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
MSG2_K01				X				X			
MSG2_K02								X			
MSG2_K03				X							
MSG2_K07				X				X			

Course contents

Merger movements and cycles. Strategic operations in the waves of mergers. The theory of mergers and acquisitions. The systematic and types of operations. Forces affecting mergers and acquisitions. Essential elements of M&A in strategic planning. Formulating merger strategy. Acquisition strategies. Diversification and financial synergy. Due diligence. Successful and unsuccessful transactions - the key elements. Competition versus market power. The legal and regulatory framework in mergers and acquisitions. Organization cultures. Post merger performance. Psychological aspects of M&A. The takeover process. Takeover defenses. Empirical tests of M&A performance. Case study: different sectors (petroleum business, chemicals, media, telecommunication, IT, finance, banking, pharmaceutical companies, FMCG).

Recommended reading lists

D. Eiteman, A. Stonehill, M. Moffett, Multinational Business Finance, International Edition 11th, Pearson Education, 2007, chapter 19.
W. L. Megginson, S. B. Smart, B. M. Lucey, Introduction to corporate finance, Cengage Learning EMEA, 2008, chapter 17.

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

** MSG - International Economic Relations

Course title	Personal finance						ECTS code		14.3.EE.FZ.3151			
							ECTS credits		5			
							max. students		30			
Name of unit administrating study		IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff		Joanna Adamska-Mieruszezewska, Ph.D. ; Urszula Mrzygłód, PhD										
Number of hours												
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*		3 SS1,				
Hours with the participation of the academic teacher (including office hours, exams, others):						220		Semester:		5,		
Hours without the participation of the academic teacher (student's self-study, homeworks):						530		Type of course:		optional		
Total number of hours:						750		Language of instruction:		English		
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Case studies,										
Prerequisites (required courses and introductory requirements)												
Required courses		Finance or other basic financial lecture										
Introductory requirements		Basic knowledge of finance, interest in financial instruments										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Grade will consist of group presentation and test.										
Course objectives												
The main aim of this subject is to learn how to create and manage personal financial plan consisting of different financial and banking instruments.												
Learning outcomes												
Knowledge	MSG1_W04	Student has knowledge about financial markets, banking and financial services.										
	MSG1_W07	Student has detailed knowledge about financial services which are delivered to individual clients.										
	MSG1_W05	Students understands personal financial plan. Student gains knowledge about the contemporary financial trends in personal finance (examples: wine market, gold, art), also with examples of different countries.										
	MSG1_W17	Student gains knowledge of the basic methods of asesment of financial contracts and interpreting the expected outcomes of financial decision. Moreover student understands standard financial services contracts.										
	E1_W02	Student has knowledge about financial markets, banking and financial services.										
	E1_W05	Student has detailed knowledge about financial services which are delivered to individual clients.										
	E1_W04	Students understands personal financial plan. Student gains knowledge about the contemporary financial trends in personal finance (examples: wine market, gold, art), also with examples of different countries.										
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_W04			X				X					

MSG1_W05			X				X				
MSG1_W07			X								
MSG1_W17			X				X				
E1_W02			X				X				
E1_W04			X				X				
E1_W05			X								
Skills	MSG1_U01	Student learns how to create and manage personal financial plan consisting of different financial and banking instruments.									
	MSG1_U03	Student gains the ability to intepret and analyze financial services and credit contracts.									
	MSG1_U06	Student is aware of the risk connected to financial instruments and products, as well as different financial institutions.									
	MSG1_U16	Student improves language skills.									
	MSG1_U15	Student improves presentation skills.									
	E1_U01	Student learns how to create and manage personal financial plan consisting of different financial and banking instruments.									
	E1_U03	Student gains the ability to intepret and analyze financial services and credit contracts.									
	E1_U06	Student is aware of the risk connected to financial instruments and products, as well as different financial institutions.									
	E1_U10	Student improves language skills.									
E1_U11	Student improves presentation skills.										
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_U01			X				X	X			
MSG1_U03			X				X				
MSG1_U06			X					X			
MSG1_U16							X	X			
MSG1_U15							X	X			
E1_U01			X				X	X			
E1_U03			X				X				
E1_U06			X					X			
E1_U10							X	X			
E1_U11							X	X			
Attitudes	MSG1_K02	Student acts as a member of a group.Student structures the given task and organizes tasks in group.Student communicates with other group members in an appropriate way.									
	MSG1_K03	Student is able to determine the validity of the tasks and understands own responsibility for solving the given problem/topic.									
	E1_K02	Student acts as a member of a group.Student structures the given task and organizes tasks in group.Student communicates with other group members in an appropriate way.									
	E1_K03	Student is able to determine the validity of the tasks and understands own responsibility for solving the given problem/topic.									
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				
MSG1_K03							X	X			
E1_K02							X				
E1_K03							X	X			

Course contents

Part I Fundamentals of financial planning

1. Theory of personal finance, models, strategies.

2. Financial planning process; theory of saving.

Part II Saving for the future

3. Banking basics: banks and other financial institutions; banking costs; deposits, structured product (market linked investment).

4. Investing through mutual funds.

5. Retirement planning; reverse mortgage

Part III Investing

6. Investing in stocks and bonds for individual clients, investment fundamentals, primary and secondary offers.

7. Real Estate and high-risk investments.

8. Tangible, alternative assets: metals, fine art, wine, etc.

9. High net worth individual and financial services

Part IV Credits and Loans

10. Building and maintaining credit.

11. Credit cards and debit cards. Consumer loans.

12. Credit Agreement - sample contracts and business forms

Recommended reading lists

- Kapoor, J.R., Personal Finance, McGraw-Hill, 2011 or 2014
- Madura, J., Personal finance, Prentice Hall, 2012

Contact

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title		Small business management						ECTS code		04.0.EE.FZ.61		
								ECTS credits		5		
								max. students		35		
Name of unit administrating study			KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff			Przemysław Kulawczuk, Associate Professor									
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		3,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Activating methods in training classes, Collaborating, group activities, Lectures including multimodal presentations,										
Prerequisites (required courses and introductory requirements)												
Required courses		Basic knowledge on management techniques; openness for teamwork; basic presentation techniques (PP), creativity and cooperation attitudes.										
Introductory requirements		None										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		The quality of proposed business solutions 40% The innovation level of creative proposals 40% Engagement in group activities and team spirit 20%										
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
Knowledge		MSG2_W06	The student gains the enlarged knowledge on functioning of small enterprises including international markets									
		E2_W11	The student gains knowledge in starting up new ventures, including business models and forms of business start ups									
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	
MSG2_W06							X	X	X			
E2_W11							X	X	X			
Skills		MSG2_U06	The student gains skills in using knowledge in decision making in small business ventures formation, including international business environment									
		E2_U07	The student gains the ability to design reasonable business propositions to solve									

		problems or to exploit business opportunities in small business formation									
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
MSG2_U06							X	X	X		
E2_U07							X	X	X		
Attitudes	MSG2_K02	The student is able to work in team, accepts different roles in the group, build organizational skills of cooperation that allow for successful decision making									
	E2_K03	The student can set up priorities and plan tasks as well as monitor and correct the progress									
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
MSG2_K02							X	X	X		
E2_K03							X	X	X		
Course contents											
1. Characteristics of small ventures 2. Personal life strategies of individuals and entrepreneurship. Home business 3. Building creative ideas for new ventures 4. Planning new ventures 5. Business knowledge and know-how. How to learn them? 6. Small business marketing 7. Building customers relations 8. Small business financing I. Selection of taxation methods. 9. Small business financing II. Strategies of working and fixed capital financing. 10. Personal management and motivation 11. Strategies of small business expansion 12. Entering international markets: internationalization of SME											
Recommended reading lists											
1. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, <i>Entrepreneurship</i> , Irwin Professional, 2007 2. <i>How to set up your own small business</i> , American Institute of Small Business, 1991 3. Cardullo M. Technological Entrepreneurism, Research Studies Press, 1999 4. Electronic publications delivered by the lecturer											
Contact		pk1@post.pl ,									

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

** MSG - International Economic Relations

Course title		Sustainable Urban Transport and Mobility						ECTS code		14.3.EE.FZ.3150													
								ECTS credits		5													
								max. students		30													
Name of unit administrating study			KRT		Field of study		Economics/MSG**		Field of specialisation			NONE;											
Teaching staff			Olgierd Wyszomirski, Professor ; Katarzyna Hebel, PhD ; Marcin Wolek, PhD ; Aleksander Jagiełło, MSc																				
Number of hours																							
Lectures		30		Classes		0		Tutorials		0		Laboratory		0		Seminars		0		Language classes		0	
Forma aktywności								Year&Type of studies*				2 SS2,											
Hours with the participation of the academic teacher (including office hours, exams, others):												Semester:				3,							
Hours without the participation of the academic teacher (student's self-study, homeworks):												Type of course:				optional							
Total number of hours:								0				Language of instruction:				English							
Teaching form			in-class learning																				
Teaching methods			Lectures including multimodal presentations, Activating methods in training classes, Case studies,																				
Prerequisites (required courses and introductory requirements)																							
Required courses			No formal requirements.																				
Introductory requirements			Knowledge of basic economics issues and basics of transport economics.																				
Assessment method, forms and criteria																							
Assessment method			Course completion (graded)																				
Assessment criteria			Presentation on sustainable urban transport and mobility subject (the title will be individually discussed during lecture). Evaluation criteria: 91-100 pts - A (5) 81-90 pts - B (4,5) 71-80 B (pts -4) 61-70 pts - C+ (3,5) 51-60 pts - C (3) 50 and less - F Attendance rate: 25 pts (max), presentation 75 pts (max)																				
Course objectives																							
To provide specific knowledge on sustainable urban transport and mobility.																							
Learning outcomes																							
Knowledge			E2_W01		Identyfication of characteristic features of demand and supply, cost and price, organization and management on the urban transport																		
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											
E2_W01							X	X	X	X													
Skills			E2_U01		Ability to analyse case studies and to generalise fact based on case study research. Student will get basic knowledge on business instruments being used on urban transport market including strategic planning and marketing research																		
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
E2_U01						X	X	X	X		
Attitudes	E2_K02		Ability to work in small groups and to divide tasks and execute desired level of quality								
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
E2_K02							X	X	X		
Course contents											
<div>1.The city as an area of sustainable transport and mobility</div> <div>1.1. Urbanisation: global and local context</div> <div>1.2. Spatial accessibility</div> <div>1.3. Transport and smart city concept</div> <div>2.Urban transport market: supply</div> <div>2.1.Market organisation and structure</div> <div>2.2. Stakeholders on urban transport market</div> <div>2.3. Supply of urban transport services</div> <div>3.Urban electromobility</div> <div>3.1.The concept of electromobility</div> <div>3.2.New trends in electromobility in cities</div> <div>3.3.Electromobility: case studies</div> <div>4.Case study on electromobility: a study visit in the trolleybus operator (PKT Gdynia sp. z o.o.) in Gdynia</div> <div>5.Urban transport market: demand</div> <div>5.1.The nature of demand in transport</div> <div>5.2.Consumer behavior on urban transport market</div> <div>5.3.Segmentation of the passenger urban transport market</div> <div>6. Marketing research on urban transport market</div> <div>6.1. The proces of marketing research</div> <div>6.2. Main challenges for the research on urban transport market</div> <div>6.3. Selected case studies</div> <div>7.C ase study on marketing research: a study visit in ZKM Gdynia (a Public Transport Authority for Gdynia)</div> <div>8. Costs and pricing on urban transport market</div> <div>8.1. Costs: a perspective of public transport operator</div> <div>8.2. External costs in public transport</div> <div>8.3. Pricing of urban transport services</div> <div>9. Urban transport and mobility policy</div> <div>9.1. Factors determining transport policy</div> <div>9.2. Sustainable Urban Mobility Plans (SUMP) as a local policy tool</div> <div>9.3. Selected case studies</div> <div>10. Presentations of selected case studies prepared by students</div> <div>11. Presentations of selected case studies prepared by students</div>											
Recommended reading lists											
<div>W.R. Black, Sustainable Transportation. Problems and Solutions, The Guilford Press, New York, London 2010</div> <div>Traffic Jam. Ten years of "sustainable" transport in the UK, I. Docherty and J. Shaw (ed.), Policypress, Bristol 2008</div> <div>The Business of Sustainable Mobility. From Vision to Reality, P. Nieuwenhuis, Ph. Vergragt, P. Wells (ed.), Greenleaf Publishing Sheffield 2006</div> <div>S. Schonfelder, K.W. Axuausen, Urban Rhythms and Travel Behaviour, Routledge, London New York 2010</div>											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title		The psychology of modern marketing						ECTS code		14.3.EE.FZ.3152							
								ECTS credits		3							
								max. students		30							
Name of unit administrating study			KMikr		Field of study		Economics/MSG**		Field of specialisation		NONE;						
Teaching staff			Agata Olechnowicz, Msc														
Number of hours																	
Lectures		0	Classes		15	Tutorials		0	Laboratory		0	Seminars		0	Language classes		0
Forma aktywności									Year&Type of studies*			3 SS1,					
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:			5,				
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:			optional				
Total number of hours:								0		Language of instruction:			English				
Teaching form			in-class learning														
Teaching methods			Lectures including multimodal presentations, Collaborating, group activities, Discussion, questioning, Activating methods in training classes,														
Prerequisites (required courses and introductory requirements)																	
Required courses																	
Introductory requirements			Marketing basics														
			Statistics basics														
Assessment method, forms and criteria																	
Assessment method			Course completion (graded)														
Assessment criteria			The basic criterion is presence in classes - activity (60% of the grade) and evaluation of the implementation of the group project (40% of the assessment - way of presenting the issue, correctness of inference, creativity, commitment).														
Course objectives																	
The aim of the subject is to supplement the implementation of selected learning objectives in the field of knowledge, skills and social competences foreseen for the fields of economics and international economic relations.																	
Learning outcomes																	
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_W01						X		X	X	X		X					
MSG1_W07						X		X	X	X		X					
E1_W05						X		X	X	X		X					
Skills		E1_U08		The student is able to use the acquired theoretical knowledge in the field of psychology and integrate it with issues related to the functioning of modern marketing. Correctly interprets marketing strategies from a psychological perspective.													
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
E1_U08					X		X	X	X		X
E1_U09					X		X	X	X		X
MSG1_U13					X		X	X	X		X
MSG1_U15					X		X	X	X		X
MSG1_U08						X		X			

Attitudes	E1_K03	The student is aware of the responsibility for his own work and subordination to working in a team, bearing responsibility for the effects of jointly implemented projects.
	E1_K06	The student can independently and critically complement his knowledge and skills.
	MSG1_K02	The student is able to work in a team, creatively engaging in the tasks entrusted to him.
	MSG1_K03	The student presents a discussion-oriented attitude, respects the opinions and ideas of others.

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
E1_K03							X	X			X
E1_K06					X	X	X	X			X
MSG1_K02							X	X			X
MSG1_K03							X	X	X		X

Course contents

1. The "psychological profile" of the modern consumer - the behavior of contemporary buyers, the place of the consumer in marketing practice, the consumer or prosumer?
2. Statistical surveys in marketing and customer segmentation - can statistical analyzes help to make better marketing decisions?
3. What are emotions and what is their importance in marketing.
4. Entertainment in the service of marketing - advertainment.
5. Impact of own experience on the attitude towards the product and brand attachment - experiential marketing.
6. Social media marketing. Internet marketing.
7. Strong emotions in marketing - shockvertising.
8. Shaping socially desirable attitudes and behaviors - social marketing.
9. Cultural change and marketing - taking into account cultural differences when planning marketing strategies.
10. Project presentations.

Recommended reading lists

Supplementary literature:

C. Booker, *The seven basic plots: Why we tell stories*, 2004 London: Continuum

J.E. Escalas, *Narrative processing: Building consumer connections to brands*, 2004, Journal of Consumer Psychology, 14, 168-180



BillySung, Eric J.Vanman, Nicole IanPhau *The emotion of interest and its relevance to consumer psychology and behaviour*, 2016, Australasian Marketing Journal (AMJ)

Contact

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Thomson Reuters Academy										ECTS code	14.3.EE.FZ.1535
											ECTS credits	3
											max. students	22
Name of unit administrating study	IHZ	Field of study	Economics/MSG**	Field of specialisation	NONE;							
Teaching staff	Monika Szmelter, Ph.D.											
Number of hours												
Lectures	0	Classes	0	Tutorials	0	Laboratory	15	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		2 SS2, 3 SS1,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		3, 5,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form	in-class learning Thomson Reuters Data Suite (room 402)											
Teaching methods	Work in computer laboratories, Activating methods in training classes, There is possibility to get Thomson Reuters Certificate (certificate of Thomson Reuters EIKON) - necessity to pass additional exam prepared by Thomson Reuters company											
Prerequisites (required courses and introductory requirements)												
Required courses	Finance or Finance&Financial Markets, Informative Technologies.											
Introductory requirements	basic knowledge of financial markets (especially capital market, money market and forex); computer using skills; basic knowledge of data basis Thomson Reuters Academy is not for SS1 MSG students (Thomson Reuters Academy is one of the major courses in Bachelor's programme), or students who had Thomson Reuters Academy earlier.											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	The final grade consists of results in on-line certification exam provided by Thomson Reuters and University of Gdańsk (Thomson Reuters Eikon Certification). In the case of positive certification results (gained certificate), student automatically gains very good grade. Presence is obligatory during the course.											
Course objectives												
Main objectives of Thomson Reuters Academy:												
1/ to learn students technical aspects of using EIKON and prepare them to Thomson Reuters exam												
2/ to learn students searching data related to financial markets, global economy and corporates.												
Learning outcomes												
Knowledge	MSG1_W08	Students acquire knowledge about the software - Thomson Reuters Eikon (database).										
	MSG1_W08	Students know rules of using the database and the scope of this information service.										
	MSG1_W17	Students know trends on key financial markets.										
	MSG1_W08	Students are able to name financial instruments and applications using professional vocabulary.										
	MSG1_W17	Students explain financial markets rules and characterize them using Thomson Reuters Eikon.										
	MSG1_W10	Students has basic knowledge on world economy.										
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_W08			X								
MSG1_W10			X								
MSG1_W17			X								
Skills	MSG1_U10	Students use informative technics, search economic and financial data in Thomson Reuters Eikon database.									
	MSG1_U04	Students analyze situation on financial markets and can give main findings.									
	MSG1_U08	Students create screen in Thomson Reuters Eikon, use applications, load data and decide on searching methods.									
	MSG1_U01	Students observe local and international financial market, characterize them and identify relationships between them.									
	MSG1_U09	Students use proffessional vocabulary regarding financial markets and Thomson Reuters Eikon service.									
	MSG1_U03	Students observe the world economy development.									
	MSG1_U16	Students use adequate vacabulary to characterize financial markets, world economy and financial situation of corporates (fundamentals).									
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_U01			X								
MSG1_U03			X								
MSG1_U04			X								
MSG1_U08			X								
MSG1_U09			X								
MSG1_U10			X								
MSG1_U16			X								
Attitudes	MSG1_K01	Students engage in the given exercises.									
	MSG1_K01	Students demonstrate willingness to act independently in the course of the task.									
	MSG1_K04	Students show responsible attitude toward given access to the database.									
	MSG1_K04	Students understand safety rules.									
	MSG1_K04	Students prepare to work in financial and information institutions.									
	MSG1_K01	Students understand the necessity of broadening knowledge by the means of available Internet applications.									
	MSG1_K06	Students search the best prices on financial markets.									
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_K01			X								
MSG1_K04			X								

MSG1_K06			X								
Course contents											
<p>Thomson Reuters Academy 1: Introduction to the Thomson Reuters Eikon. Key Components and Data (introduce, data range in service, using "help" tool)</p> <p>Thomson Reuters Academy 2: Searching for Data and News (data searching, news, fundamental and economic data, using tools like: Reuters Search, Speed Guides)</p> <p>Thomson Reuters Academy 3: Searching for Data and News (searching news and historical data in applications, files saving)</p> <p>Thomson Reuters Academy 4: Displaying Data and Screen Design (screen design, applications functionality, screens managing, data linking)</p> <p>Thomson Reuters Academy 5: Analysing data using charts (introduce to Chart, creating charts, adding indicators, trend analyze)</p> <p>Thomson Reuters Academy 6: Retrieving Data in Excel using Thomson Reuters Eikon (real-time data transfer to Excel, possibility to get fundmanetal data of companies)</p> <p>Thomson Reuters Academy 7: Using selected calculators</p> <p>Thomson Reuters Academy 8: Additional functions of Thomson Reuters Eikon, Google CHrome Extension, Interactive Map, Company Chart View, Social Media Monitor</p>											
Recommended reading lists											
Materials prepared by Thomson Reuters.											
Contact	monika.szmelter@wp.pl ,										

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

** MSG - International Economic Relations

Summer semester 2018/19

Code	Title of lecture	Hours	ECTS	Language
14.3.E.FL.4	Aspects of economic growth and economic development <i>dr hab. Tomasz Brodzicki</i>	30	5	English
14.3.E.FL.2001	Behavioural economic. Psychology of decision making <i>prof. UG dr hab. Jacek Zaucha</i>	30	5	English
04.1.E.FR.798	Business English <i>SJO SJO</i>	30	5	English
04.0.E.FL.2037	Business Process Reengineering <i>prof. UG dr hab. Cezary Mańkowski</i>	30	5	English
14.3.E.FL.1923	Commercial banking skills training <i>mgr Lilia Neumann, prof. UG dr hab. Przemysław Kulawczuk</i>	30	5	English
14.3.E.FL.1920	Econophysics - an introduction <i>dr Michał Suchanek, prof. dr hab. Krzysztof Szalucki</i>	30	5	English
14.3.E.FL.3153	Europe and China. Overcoming cultural barriers in business <i>mgr Dominik Aziewicz, dr Wojciech Bizon</i>	30	5	English
14.3.E.FL.2029	Financial accounting and reporting - international issues <i>dr Joanna Stefaniak</i>	30	5	English
14.3.E.FL.3138	Forecasting in logistics <i>dr Leszek Reszka</i>	30	5	English
04.0.E.FL.2987	Green Business Venturing <i>prof. UG dr hab. Przemysław Kulawczuk</i>	30	5	English
14.3.E.FL.3155	How to open own profitable business <i>dr Joanna Kuczevska</i>	15	3	English
04.4.E.FL.3142	Innovations in tourism <i>prof. UG dr hab. Aleksandra Koźlak, mgr Agnieszka Ważna</i>	15	3	English
04.0.E.FL.62	International Management: Investment strategies in emerging markets <i>prof. UG dr hab. Przemysław Kulawczuk</i>	30	5	English
14.3.E.FL.2020	Internet Tools in Business Logistics <i>prof. UG dr hab. Andrzej Jezierski</i>	30	5	English
14.3.E.FL.1924	Markets of the world: culture and economy <i>dr Monika Grottel</i>	15	3	English
04.9.E.FL.2778	Negotiation in Business <i>prof. UG dr hab. Dorota Simpson</i>	30	5	English
14.3.E.FL.3139	Optimization of logistics <i>dr Leszek Reszka</i>	30	5	English
14.3.E.FL.1918	Passenger transport <i>prof. dr hab. Olgierd Wyszomirski, dr Marcin Wolek, prof. UG dr hab. Dariusz Tłoczyński, prof. UG dr hab. Krzysztof Grzelec</i>	30	5	English
14.3.E.FL.3073	Successful Business Presentation <i>dr Monika Grottel</i>	15	3	English
14.3.E.FL.3072	Successful Business Communication <i>dr Monika Grottel</i>	30	5	English
14.3.E.FL.2984	Supply management and production planning in SAP ERP (excluding IB) <i>dr Agnieszka Szmelter</i>	30	5	English
14.3.E.FL.2015	The use of ERP systems in sales and warehouse management <i>dr Agnieszka Szmelter, prof. UG dr hab. Henryk Woźniak</i>	30	5	English

Course title	Aspects of economic growth and economic development						ECTS code		14.3.EE.FL.4			
							ECTS credits		5			
							max. students		30			
Name of unit administrating study			KEIE		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff			Tomasz Brodzicki, Habilitated doctor									
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*			3 SS1, 2 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:			6, 4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:			optional		
Total number of hours:						0	Language of instruction:			English		
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Discussion, questioning, Collaborating, group activities,										
Prerequisites (required courses and introductory requirements)												
Required courses		Undergraduate macroeconomics and microeconomics. Basic callculus.										
Introductory requirements		Good command of English.										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Attendance + active participation. Extended essay on a preassigned topic (chosen from a selection of topics provided for at the beginning of the lecture), a final multiple choice test on the areas covered during the lecture or a group report and presentation. The method to be chosen by the group at the beginning of the lecture. Grading system: 91 % or more - 5 (very good) 81 % or more - 4+ 71 % or more - 4 61 % or more - 3+ 51 % or more - 3 0 % or more - 2 (failed)										
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
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	
E1_W02				X				X	X			
E1_W03				X				X	X			
E1_W04				X				X	X			
E1_W06				X				X	X			
E1_W08				X				X	X			
E1_W09				X				X	X			

Skills	E1_U01	The student is able to:· apply his or her knowledge in solving economic problems and in forming opinions on economic and social issues,· think critically and apply models of economic thought,· make use of sources of economic data and methods of analysing them,· interpret economic data,· demonstrate awareness of the full complexity of economic problems and take into account a number of social and economic factors.
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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
E1_U01				X				X	X		
E1_U02				X				X	X		
E1_U03				X				X	X		
E1_U08				X							X
E1_U11				X					X		

Attitudes	E1_K02	The students should have the following social competencies: constructive criticism, independence in thinking and interpreting economic facts. The student is able to work within an international team, to present his views and opinions in a clear and precise manner. The student has a good command of foreign languages.
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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
E1_K02				X			X	X	X		X
E1_K03				X			X	X	X		X

Course contents

1. Stylized facts on economic growth and economic development from historical and contemporary perspective.
2. Factor accumulation - the basic engine of growth.
3. The role of human capital accumulation in economic growth.
4. Productivity and innovation - the role of technology in economic growth. Cutting edge of technology and economic growth of knowledge-based economies.
5. Fundamentals of economic growth - deep determinants of economic growth and economic development.
6. Growth empirics - techniques and results.
7. Neoclassical versus New Growth Theory - an appraisal.
8. Contemporary facts on economic development/economic transition - present inequalities from historical perspective.
9. Principal models of economic development.
10. Case studies on economic development - economic development miracles and disasters.
11. Critical appraisal of development programs to date.
12. Future development challenges and potential policy steps. Optimal growth/development strategies.

Recommended reading lists
Principal textbooks:

Jones Ch. I. (2002) Introduction to Economic Growth, W.W. Norton and Company.
Weil D. (2005) Economic Growth, Pearson, Addison Wesley, Boston.
Debraj R. (1998) Development Economics, Princeton University Press.

Additional material:

Aghion Ph., Howitt P. (2009) The Economics of Growth, MIT Press, London.
Acemoglu D. (2009) Introduction to Modern Economic Growth, Princeton University Press, Princeton.
Barro Robert J., Sala-i-Martin Xavier (2004) Economic growth - 2nd edition, MIT Press, Cambridge, Mass.
Sachs J. D. (2005) The End of Poverty, Penguin Press, New York.
Easterly W. (2002) The Elusive Quest for Growth, Economists' Adventures and Misadventures in the Tropics, the MIT Press, London.
World Bank (2008) World Development Report, World Bank, Washington.
Selected journal articles and working papers.



Contact

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title		Behavioural economic. Psychology of decision making						ECTS code		14.3.EE.FL.2001													
								ECTS credits		5													
								max. students		30													
Name of unit administrating study			KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;												
Teaching staff			Jacek Zaucha, Associate Professor																				
Number of hours																							
Lectures		30		Classes		0		Tutorials		0		Laboratory		0		Seminars		0		Language classes		0	
Forma aktywności										Year&Type of studies*				3 SS1, 1 SS2, 2 SS2,									
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:				6, 2, 4,									
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:				optional									
Total number of hours:								0		Language of instruction:				English									
Teaching form			in-class learning																				
Teaching methods			Lectures including multimodal presentations, Activating methods in training classes, Discussion, questioning, Individual projects, Collaborating, group activities, Case studies,																				
Prerequisites (required courses and introductory requirements)																							
Required courses			none																				
Introductory requirements			Basic knowledge of microeconomics and statistics																				
Assessment method, forms and criteria																							
Assessment method			Course completion (graded)																				
Assessment criteria			Student's presence at the meetings, active participation in the in-class experiments and problem solving (group work) - up to 60% of the grade <u>Behavioural experiment prepared and executed by the group of students</u> (the experiment should be prepared by two or three students together; first an appropriate questionnaire for researching some behavioural problems or aspects of economy should be prepared and discussed with other students; then students should perform the research and present the results) − up to 40% of the grade. The grading is based on the quality of the project, quality of performance during presentation. The quality will be assessed on following basis: - innovation approach 50%, - reliability and realistic approach 30%, - attractiveness and clearness of presentation 20%																				
Course objectives																							
Making students aware of the main findings of the behavioural economics Training students in the use of the behavioural tools and methods useful in solving day to day economic questions and problems.																							
Learning outcomes																							
Knowledge		E1_W01		Possesses basic knowledge of the nature and importance of selected fields of social science and the humanities and can describe the links between achievements in these fields																			
		E1_W02		Possesses basic knowledge of the relations between social structures and institutions on a national, international and intercultural scale																			
		E1_W08		Knows economic connections and governing rules, including principles of market functioning and market mechanism in domestic and international aspects																			
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											

E1_W01								X	X		
E1_W02								X	X		X
E1_W08								X	X		
Skills	E1_U01	Is able to find, analyse, assess, select and use information making use of various sources and is able to interpret social phenomena (cultural, political, legal, economic)									
	E1_U02	Is able to analyse correctly the causes and course of particular social processes and phenomena (cultural, political, legal, economic)									
	E1_U07	Presents his or her own opinion supporting it with arguments based on selected theories, views of various authors and/or statistical data									
	E1_U06	Observes and analyses basic economic processes taking place in an open economy, interprets necessary statistical data and economic indicators, as well as forecasts economic processes and phenomena using standard methods and tools applied in economics									

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
E1_U01								X	X		X
E1_U02								X	X		X
E1_U07								X	X		X
E1_U06								X	X		X

Attitudes	E1_K01	Understands the need for continuing education; is aware of the level of his or her knowledge and skills									
	E1_K03	Correctly identifies and resolves problems connected with the practice of his or her profession, acceptance to leadership and creativity. Besides the student can apply the rules of Corporate Social responsibility to the direct investment activities on the emerging markets. Moreover, student gains approaches of personal honesty, independence of thinking, taking the responsibility.									
	E1_K06	Shows openness and tolerance towards other cultures, is aware of the importance of behaving professionally and ethically in professional life									

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
E1_K01									X		X
E1_K03											X
E1_K06											X

Course contents
Module 1: Rational decision making

- Decision making under conditions of risk and uncertainty,
- Decision tree
- Expected value,
- Expected utility,
- Petersburg paradox,
- Case studies on practical use of the expected value.

Module 2: Induction to the behavioural economics

- Von Neuman and Morgenstern theory,
- Bounded rationality,
- Preferences and economic motives of people,
- Role of leading motives,
- Reduced rationality of human economic choices,
- Reduced rationality or different levels of rationality?
- Behavioural economics in relation to the main stream economics.

Module 3: System 1 and System 2

- How do we take decisions,
- Automatic decisions and intuition,
- Effort required to take conscious decisions, depletion effect,
- Priming effect,
- Cognitive ease,
- Looking for explanations- coherent stories and norms,
- Halo effect,
- WYSIATI,
- Question substituting

Module 4: Heuristics and fallacies

- Affect heuristic,
- Small numbers fallacy,
- Availability heuristic,
- Anchoring,
- Representativeness heuristic,
- Regression fallacy,
- Framing,
- Overconfidence and loss aversion:
- Illusion of validity,
- Planning fallacy,
- Pervasive optimistic bias,
- Sunk costs fallacy.

Module 5: Prospect theory

- A neutral reference point - "adaptation level"
- A principle of diminishing sensitivity in the evaluation of changes of wealth,
- Loss aversion versus risk seeking,
- Bad versus good choices,
- Certainty and possibility effect,
- Non-linear weighting of probabilities: for instance Prelec's function,
- Endowment effect

Module 6: Altruism

- Reciprocal altruism,
- Altruism as an investment in cooperation,
- Devotion as a part of altruistic behaviours,
- Altruism as an investment,
- Gender and altruistic approach.

Module 7: Experiments and praxis

- Designing a behavioural experiment,
- Discussing and finetuning the experiment concept,
- Conducting the experiment,
- Presentation of the research outcomes of the student's experiments and discussion,

Recommended reading lists



1. DAN ARIELY, *Predictably Irrational*. Harper Collins Publishers 2008
http://www.google.pl/url?sa=t&rct=j&q=&esrc=s&source=web&cd=1&ved=0CCsQFjAA&url=http%3A%2F%2Fwww.shabanali.com%2Fupload%2Fpredictable.pdf&ei=M8qeU6aeAsqshQe6moGACQ&usq=AFOjCNGyTbxCzAs0VkJbtCluUTE_I556sA&sig2=qM6HfHk1qBwV-Gyp27TZVA
2. Daniel Kahneman, *Thinking fast and slow*. Macmillan 2001

Contact

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

** MSG - International Economic Relations

Course title	Business English				ECTS code	04.1.EE.FR.798	
					ECTS credits	5	
					max. students	25	
Name of unit administrating study	OTHER	Field of study	Economics/MSG**		Field of specialisation		
Teaching staff	SJO SJO,						
Number of hours							
Lectures	0	Classes	0	Tutorials	0	Laboratory	0
						Seminars	0
						Language classes	30
Forma aktywności						Year&Type of studies*	2 SS2, 1 SS2,
Hours with the participation of the academic teacher (including office hours, exams, others):					Semester:	3-4, 1-2,	
Hours without the participation of the academic teacher (student's self-study, homeworks):					Type of course:	optional	
Total number of hours:				0	Language of instruction:	English	
Teaching form	in-class learning						
Teaching methods	Activating methods in training classes, Collaborating, group activities, Case studies, presentations given by students						
Prerequisites (required courses and introductory requirements)							
Required courses	none						
Introductory requirements	recommended level of English: B2						
Assessment method, forms and criteria							
Assessment method	Course completion (graded)						
Assessment criteria	Grades: 50% 3 61% 3+ 71% 4 81% 4+ 91% 5						
Course objectives							
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.							
Learning outcomes							
Knowledge		The student has knowledge of English business terminology, international economics and international business relations, as well as related fields					
Skills		The student can: write papers in English concerning economics and international business relations using various sources; deliver presentations in English on the abovementioned topics; has a B2+ command of English					
Attitudes		The student is ready for a lifelong work on the improvement of his/her command of English; wants to expand his/her knowledge and skills; is able to organise his/her learning process; communicates adequately with his/her environment and appropriately defines their learning priorities.					
Course contents							
1. Presentations : categories and techniques, ways of presenting information, hints for a successful presentation, delivering presentations on chosen business topics with the use of visual aids-OHP, Power Point. 2. Advertising and marketing :market structure, marketing strategies, marketing mix, market research, branding, pricing, promotional tools, globalization of markets, advertisements and commercials, effectiveness of advertising. 3. Business strategy : company structure, departments and their roles, the global company, downsizing, restructuring, entering a foreign market, international mergers, alliances and takeovers, business in the 21st century. 4. Management : styles and necessary skills, management attitudes in different countries, management theories, leadership, empowerment, team building, international management development.							

5. Banking : personal banking, commercial and retail banking, investment banking, financial institutions, central banking, money supply and control, banking operations, banking products and services, internet banking, interest rates and monetary policy, money market instruments.
6. Finance : personal finance, financial centres, indicators, elements of accounting, financial statements, balance sheet, profit and loss account, stocks and shares, bonds, futures and options, financial instruments, corporate finance, financial planning and regulations.
7. Foreign Trade : import and export, transportation and logistics, forwarding, the EU market, protectionism, documents in foreign trade, methods of payment, trade fairs and exhibitions, market indexes, growth, delivery and after-sales.
8. Employment: recruitment, education and training, compensation
9. Formal Meetings and Negotiations: types of meetings, the roles of participants, discussion techniques, the most appropriate use of language, types of negotiations, preparation and techniques, difficulties and reaching agreements, culture awareness, case studies.
10. Economic Trends : describing charts and graphs, employment trends, the business cycle, globalizing trends, sustainable development, political economy, new markets, inflation, unemployment, taxation, computerization, teleworking, current business news.
11. Corporate culture, cross-cultural communication

The focus on topics depends on the needs analysis at the beginning of the course.

Recommended reading lists

Business Vocabulary in Use by Bill Mascull (Cambridge)
 Business Vocabulary in Use Advanced by Bill Mascull (Cambridge)
 Key Words in Business By Bill Mascull (Collins Cobuild)
 Podręczniki biznesowe - aktualne edycje w zależności od poziomu grup
 Internet, artykuły z prasy ekonomicznej
 Market Leader Banking and Finance H. Johnson (Longman)
 Professional English in Use Finance I. Mackenzie (Cambridge)
 Business Benchmark Brook-Hart (Cambridge)
 English for the Financial Sector MacKenzie (Cambridge)
 Economic Press: The Economist, The Financial Times, Newsweek.
 the news, video courses

Contact

* SS1 - undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
 ** MSG - International Economic Relations

Course title	Business Process Reengineering						ECTS code	04.0.EE.FL.2037					
							ECTS credits	5					
							max. students	14					
Name of unit administrating study		KL		Field of study		Economics/MSG**		Field of specialisation		NONE;			
Teaching staff		Cezary Mańkowski, Associate Professor											
Number of hours													
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0		
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6, 2, 4,				
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional				
Total number of hours:						0	Language of instruction:		English				
Teaching form		in-class learning C205											
Teaching methods		Work in computer laboratories, Case studies,											
Prerequisites (required courses and introductory requirements)													
Required courses		No requirements											
Introductory requirements		No requirements											
Assessment method, forms and criteria													
Assessment method		Course completion (graded)											
Assessment criteria		Students are obligated to prepare an individual project, which includes a map of the improved business process. The criteria of assessment is the correctness of the project.											
Course objectives													
Preparing students to use modern methods and tools for business process reengineering													
Learning outcomes													
Knowledge	E1_W06	Student has got to know the right economic methods and tools for business process reengineering											
	MSG1_W08	Student has got to know the right economic methods and tools for business process reengineering											
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		
E1_W06										X			
MSG1_W08										X			
Skills	E1_U03	Student can reengineer events driven business process chains, functions and operations											
	MSG1_U03	Student can reengineer events driven business process chains, functions and operations											
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
E1_U03										X	
MSG1_U03										X	
Attitudes	E1_K04	Student identifies, diagnose, and makes decisions on business variants regarding the profession of management									
	MSG1_K04	Student identifies, diagnose, and makes decisions on business variants regarding the profession of management									

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
E1_K04										X	
MSG1_K04										X	
E1_K04						X				X	
MSG1_K04						X				X	

Course contents
1. Why to reengineer a business process?

Performance attributes of a business process. The drivers of business process performance. Required qualifications of business process owner/s. Streamlining procedures. Certification. Implementation of IT.

2. The issue of business process reengineering (BPR)

The essence of BPR. Perspectives and levels of BPR. Algorithm of BPR . Advantages and disadvantages of BPR.

3. Identification of problems with business process performance

The structure of business processes. The performance attributes of a business process. Defining performance problems.

4. Methods and tools of a business process reengineering

Intuitive, organizational and engineering methods. Ishikawa diagram. Pareto analysis. FMEA . Value stream map. Mapping. Simulation. Ratio analysis.

5. Mapping a selected business process

Making a map of a selected business process including performance parameters. Process performance analysis. Identification of 'bottle necks' and 'overloads' for redesigning, reconstruction, improvement.

6. Proposing improvements and creating a vision and for a new business process

Non-linear thinking. Brainstorming. Turning points. Theory of chaos and catastrophes. Theory of constraints. Synergy.

7. Designing and presenting the project of improved business process

Designing a map of a new business process according to the vision and proposed improvements. Presentation of the new project at the presence of other students - case analysis.

Recommended reading lists
Literature (obligatory)

1) M. Hammer, J. Champy: Reengineering the corporation. A manifesto for business revolution.

https://sohailumar.files.wordpress.com/2014/03/reengineering_the_corporation-clean.pdf

2) P. K. Dey: Re-engineering materials management. A case study on an Indian refinery.

<https://pdfs.semanticscholar.org/ddb9/37afc79c8f95083e1e284d54f25f45ea350f.pdf>

3) C. Mańkowski: Ontological Foundations for Business Logistic Process Modeling. "Railway Transport and Logistics" 2007, no. 2, p. 30-38 (download: http://fpedas.utc.sk/zdal/images/zdal/archiv/zdal_2007_02.pdf)

Additional source

1) www.ariscommunity.com

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

** MSG - International Economic Relations

Course title		Commercial banking skills training						ECTS code		14.3.EE.FL.1923							
								ECTS credits		5							
								max. students		30							
Name of unit administrating study			KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;						
Teaching staff			Lilia Neumann, Msc ; Przemysław Kulawczuk, Associate Professor														
Number of hours																	
Lectures		30	Classes		0	Tutorials		0	Laboratory		0	Seminars		0	Language classes		0
Forma aktywności									Year&Type of studies*			3 SS1, 2 SS2, 1 SS2,					
Hours with the participation of the academic teacher (including office hours, exams, others):									Semester:			6, 4, 2,					
Hours without the participation of the academic teacher (student's self-study, homeworks):									Type of course:			optional					
Total number of hours:							0		Language of instruction:			English					
Teaching form			in-class learning														
Teaching methods			Lectures including multimodal presentations, Activating methods in training classes, Collaborating, group activities, Use of English-language sources and literature														
Prerequisites (required courses and introductory requirements)																	
Required courses			None.														
Introductory requirements			Basic knowledge of macroeconomics.														
Assessment method, forms and criteria																	
Assessment method			Course completion (graded)														
Assessment criteria			Presentation and engagement in group activities and team spirit. The grading scale consistent with study regulations.														
Course objectives																	
Students will be familiar with basic commercial bank products, and banking vocabulary. Student will be prepared to choose the most suitable financial solution of those offered by commercial banks. Students will be able to analyse and criticise financial solutions of offered commercial bank products. Students will be able to discuss and negotiate with retail bankers. Students will be able to carry out critical analysis of the available financial solutions presented in the literature.																	
Learning outcomes																	
Knowledge		MSG1_W08		Students get basic knowledge of commercial bank products and banker-customer relationship. They are aware of the risk connected with financial market products. Students know methods and tools used by bankers for selling process. Students can make a critical analisys and the best choice of financial products offered by commercial banks.													
		E1_W06		Students get basic knowledge of commercial bank products and banker-customer relationship. They are aware of the risk connected with financial market products. Students know methods and tools used by bankers for selling process. Students can make a critical analisys and the best choice of financial products offered by commercial banks.													
		E2_W07		Students get basic knowledge of commercial bank products and banker-customer relationship. They are aware of the risk connected with financial market products. Students know methods and tools used by bankers for selling process. Students can make a critical analisys and the best choice of financial products offered by commercial banks.													
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_W08					X		X	X			
E1_W06					X		X	X			
E2_W07					X		X	X			
Skills	MSG1_U06	Students gain the ability to make decisions on choosing the best bank offer which is the most profitable for them, which meets their expectations and needs.They are able to negotiate the offer with the bank to make it more convenient and beneficial.									
	MSG1_U13	Students will present the results of individual and group activities during lectures. Students will discuss specific cases, play scenes banker-client and present their observation, knowledge and practical abilities concerning commercial banking.									
	E2_U07	Students can make a critical analysis and the best choice of financial products offered by commercial banks.									
	E1_U07	Students can make a critical analysis and the best choice of financial products offered by commercial banks.									
	MSG2_U06	Students gain the ability to make decisions on choosing the best bank offer which is the most profitable for them, which meets their expectations and needs. They are able to negotiate the offer with the bank to make it more convenient and beneficial.									
	E1_U06	Students gain the ability to make decisions on choosing the best bank offer which is the most profitable for them, which meets their expectations and needs. They are able to negotiate the offer with the bank to make it more convenient and beneficial.									
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				
MSG1_U13					X		X	X	X		
MSG2_U06					X		X				
E1_U06					X		X				
E1_U07					X		X	X			
E2_U07					X		X	X			
Attitudes	E2_K02	Students are able to work in groups, make individual and group decisions,take group responsibility, prepare creative solutions.									
	MSG2_K03	Students discuss, share their experience and cominicate with each other’s with respect to others’ point of view									
	E1_K01	Students gain approaches that facilitate life- long learning									
	MSG1_K03	Students discuss, share their experience and cominicate with each other’s with respect to others’ point of view.									
	MSG1_K01	Students gain approaches that facilitate life- long learning									
	E1_K02	Students are able to work in groups, make individual and group decisions,take group responsibility, prepare creative solutions.									
	MSG2_K01	Students gain approaches that facilitate life- long learning									
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
E1_K02					X		X				
E2_K02					X		X				
MSG1_K03							X	X	X		
MSG1_K01					X		X	X	X		
MSG2_K01					X		X	X	X		
E1_K01					X		X	X	X		
E2_K01					X		X	X	X		
MSG1_K02					X		X				
MSG2_K02					X		X				
MSG2_K03							X	X	X		
E1_K06							X	X	X		
E2_K06							X	X	X		

Course contents

1. Commercial Banking - an overview (differences between retail banking and traditional, investment, corporate banking).
2. Deposit products - benefits and risk for clients.
3. Investment solutions of commercial banking for individual investors.
4. Bank cards, consumer credits and loans.
5. How to choose the right / the most convenient mortgage?
6. Bank assurance - types and features of insurance offered by banks. Other bank services.
7. Financial services offered by banks and non-banks - guarantee, security, costs and benefits.
8. Commercial banking for SME.
9. Lending to small business.
10. Banker-customer relationship and sales techniques used by bankers (cross-selling, up-selling, leverage and others).
11. Workshop on commercial banking products. Analysis of the available financial solutions presented in the literature and on the Internet.
12. Students presentations. Concluding remarks.

Recommended reading lists

1. Mishkin Frederic S., The Economics of Money, Banking and Financial Markets, Pearson Series in Economics, 2013
2. Reed Edward W., Gill Edward K. Commercial banking, Prentice- Hall International Editions, USA, 1989
3. Electronic publications delivered by the lecturer.

Contact

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

** MSG - International Economic Relations

Course title	Econophysics - an introduction					ECTS code	14.3.EE.FL.1920					
						ECTS credits	5					
						max. students	30					
Name of unit administrating study	KEiFPT	Field of study	Economics/MSG**			Field of specialisation	NONE;					
Teaching staff	Michał Suchanek, Ph.D. ; Krzysztof Szałucki, Professor											
Number of hours												
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*	2 SS2,					
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:	4,					
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:	optional					
Total number of hours:						0	Language of instruction:	English				
Teaching form	in-class learning											
Teaching methods	Lectures including multimodal presentations, Activating methods in training classes, Discussion, questioning, Case studies,											
Prerequisites (required courses and introductory requirements)												
Required courses	Statistics, Microeconomics											
Introductory requirements												
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	Presence and activity during the classes are the main criteria of evaluation.											
Course objectives												
Learning outcomes												
Knowledge	E2_W04	Student realises the complex character of economic systems and therefore understands the need and profits of interdisciplinary approach to economic analysis. Student recognises how certain patterns transcend social and natural science. Student knows and understands the foundations of complexity economics.										
Skills	E2_U03	Student learns how to apply tools which evolved from physics to solving certain economic problems. He can use methods such as wave theory, random matrix theory and diffusion theory in complex economic decision-making situations. Student learns how to model economic reality with innovative methodology.										
Attitudes	E2_K01	Student achieves the ability to perceive complex economic systems and societies as networks. He understands the consequences of irrational and chaotic human behaviour.										
Course contents												
1) Econophysics - the new science discipline 2) The basics of complexity economics 3) Dynamics and nonlinearity of economic systems 4) Heterogenous and irrational economic agents 5) Network function in economic modelling 6) Evolution of economic systems - three design spaces 7) Complex physics in the analysis of economic data 8) Economy complexity index (ECI) in economic growth prediction 9) Elliott Wave Theory in the modelling of psychological aspects of market decisions 10) Random Matrix Theory applied to the portfolio management 11) Derivative pricing - the Black-Scholes model 12) Summary and credit												
Recommended reading lists												



- 1) E.D. Beinhocker, *The origin of wealth. Evolution, Complexity and the Radical Remaking of Economics*, RH Business Books, 2007
- 2) S. Sinha, A. Chatterjee, A. Chakraborti, B.K. Chakrabarti, *Econophysics. An Introduction*, Wiley-WCH, 2010

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

** MSG - International Economic Relations

Course title	Europe and China. Overcoming cultural barriers in business					ECTS code		14.3.EE.FL.3153			
						ECTS credits		5			
						max. students		30			
Name of unit administrating study		KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff		Dominik Aziewicz, Msc. ; Wojciech Bizon, PhD									
Number of hours											
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*		1 SS2, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:		2, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:		optional			
Total number of hours:						0		Language of instruction:		English	
Teaching form		in-class learning									
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Discussion, questioning, Collaborating, group activities, Didactic games, Case studies, Design Thinking method, English text analysis									
Prerequisites (required courses and introductory requirements)											
Required courses		none									
Introductory requirements		none									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		60% Design Thinking workshop 40% students presentations									
Course objectives											
Economics students are supposed to be potential entrepreneurs, managers and businessmen. The main aim of this course is to integrate foreign students (especially Chinese ones) with Polish peers, improve their mutual relations in order to overcome cultural barriers and avoid misunderstandings between them now and in their future professional life. For these purposes students will be taught about modern business ramifications, implications of cultural differences for routine management and some interesting facts about Chinese economy.											
Learning outcomes											
Knowledge	E2_W05		Students get knowledge of cultural determination of human and its impact on business decisions.								
	MSG2_W16		Students understand the reasons of cultural determination.								
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
E2_W05							X				X
MSG2_W16							X				X
Skills	E2_U10		Students can effectively communicate with Chinese/European partners.								
	MSG2_U06		Students can use cultural differences models in business negotiations.								
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
E2_U10							X				X
MSG2_U06							X				X
Attitudes	E2_K02	Students know how to work in the international team.									
	MSG2_K07	Students develop their intercultural empathy.									

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
E2_K02							X				X
MSG2_K07							X				X

Course contents
PART I WHAT IS CULTURE?

1. Theories of cross-cultural communication.
2. Historical reasons of cultural differences between Europe and Far East.
3. Cultural Shock
4. Biological vs cultural determination of human.
5. Habits and their meaning.
6. Legends, myths and popular culture.
7. Body language in different cultures
8. Working as a intercultural team.
9. Business negotiations with Chinese partners. A Chinese expert presentation.

PART II DESIGN THINKING

1. Design Thinking workshop part 1 empathize
2. Design Thinking workshop part 2 define+ ideate
3. Design Thinking workshop part 3 prototype
4. Design Thinking workshop part 4 testing prototypes
5. Students presentations. Concluding remarks.

Recommended reading lists
English:

- 1) Hofstede G., Hofstede G. J., Minkov M., *Cultures and Organizations. Software of the mind*, McGraw-Hill, New York 2010
- 2) Gesteland R.R., *Cross- Cultural Business Behavior: Negotiating, Selling, Sourcing and Managing Across Cultures*, Copenhagen Business School Press, 1999
- 3) Nisbett R., *The Geography of Thought. How Asians and Westerners Think Differently and Why*, New York 2003

Polish:

- 1) Zenderowski R., Koziński B., *Różnice kulturowe w biznesie*, CeDeWu.pl, Warszawa 2012.
- 2) Zajdler E., *Zrozumieć Chińczyków. Kody kulturowe społeczności chińskich*, Dialog, Warszawa 2011.
- 3) Chong D. *Jak Polacy mogą przebić mur chiński*, ConnectAsia, Wrocław 2011.
- 4) *Gdańskie Studia Azji Wschodniej*, Wydawnictwo Uniwersytetu Gdańskiego.

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

** MSG - International Economic Relations

Course title	Financial accounting and reporting - international issues							ECTS code		14.3.EE.FL.2029			
								ECTS credits		5			
								max. students		20			
Name of unit administrating study			OBIE		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff			Joanna Stefaniak, PhD										
Number of hours													
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0		
Forma aktywności							Year&Type of studies*			3 SS1, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:			6, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:			optional			
Total number of hours:						0	Language of instruction:			English			
Teaching form		in-class learning											
Teaching methods		Lectures including multimodal presentations, Individual projects,											
Prerequisites (required courses and introductory requirements)													
Required courses		Economics											
Introductory requirements		Basic knowledge of accounting, corporate finance, economics											
Assessment method, forms and criteria													
Assessment method		Course completion (graded)											
Assessment criteria		Students are required to prepare an essay on a chosen topic connected to the content of the course and present it during the last sessions.											
Course objectives													
The aim of the course is to present the basic concepts of accounting and financial reporting in respect to the international aspects (systems, standards, requirements)													
Learning outcomes													
Knowledge	E1_W03		Student gets basic knowledge on accounting systems, differences in approach to the accounting systems in different countries										
	MSG1_W02		Student knows accounting systems in the international context										
	MSG1_W09		Student gets general knowledge of reading the financial statements, ability to recognize differences between national financial statements, understanding of cultural impact on corporate finance										
	MSG1_W15		Student understands the cultural impact on corporate finance , especially in the European Union										
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		
E1_W03				X		X		X					
MSG1_W02				X		X		X					
MSG1_W09				X		X		X					
MSG1_W15				X		X							
Skills	E1_U02		Student learns some practical skills allowing him to understand differences in accounting systems and financial reporting between countries										

	MSG1_U06	Student knows how to use knowledge to take on new challenges
	MSG1_U09	Student correctly uses the terms in the field accounting and financial reporting
	MSG1_U02	Student knows how to use basic theoretical knowledge in practice in relation to the functioning of business entities on the international market

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
E1_U02				X		X					
MSG1_U06								X	X		
MSG1_U09				X					X		
MSG1_U02				X		X					

Attitudes	E1_K01	Student understands the need to learn throughout life
	E1_K04	Student correctly identifies differences between accounting systems and financial reports from different countries
	E1_K06	Student can independently supplement and improve acquired knowledge and skills
	MSG1_K03	Student communicates with the environment in a proper way

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
E1_K01								X	X		
E1_K04								X	X	X	
E1_K06						X					
MSG1_K03						X					

Course contents

Introduction to the financial accounting and reporting issues
Accounting and reporting in the business activity in the market economy
Models of accounting systems - international comparisons
Accounting vs financial reporting - information in accounting systems, financial accounting vs management accounting
Financial reporting - basic information, types and elements of financial statements, comparison of data presented in financial statements
Consolidated Financial Reports - basic information, methods of preparation,
International Financial Reports Standards (IFRS) - general information, content, impact on national financial reporting
International standards vs national standards, examples of different national financial statements
Cultural aspects of financial statements
Differences in assessment of financial activity of companies based on financial reporting

Recommended reading lists
Basic literature::

Revsine L., Vollins D., Johnson B., Financial Reporting and Analysis, Prentice Hall, 2004
Comiskey E., Guide to Financial Reporting and Analysis, John Wiley and Sons, 2000,
Peterson Drake P., Fabozzi F.J., Analysis of Financial Statements, John Wiley and Sons, 2012

Additional literature:

Books on the topic

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Forecasting in logistics							ECTS code		14.3.EE.FL.3138		
								ECTS credits		5		
								max. students		25		
Name of unit administrating study			KL		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff			Leszek Reszka, Ph.D.									
Number of hours												
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*			1 SS2, 3 SS1, 2 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:			2, 6, 4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:			optional		
Total number of hours:						0	Language of instruction:			English		
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Work in computer laboratories, Case studies, Collaborating, group activities,										
Prerequisites (required courses and introductory requirements)												
Required courses		Microeconomics, macroeconomics.										
Introductory requirements		Basic economic knowledge.										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Student's working during the classes is recorded by the teacher, which is the base of the final grade.										
Course objectives												
The aim of the subject is to provide the knowledge and practical skills in forecasting in logistics. Moreover, students will expand their vocabulary in English terminology in the field of logistics and forecasting. By preparing project, they will develop social competence of teamwork.												
Learning outcomes												
Knowledge		E1_W01		The student knows the idea of the logistic processes and logistic systems in organizations								
		E1_W06		The student knows methods of forecasting.								
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	
E1_W01			X				X	X				
E1_W06							X	X				
Skills	E1_U04		The student applies the methods of forecasting in logistics for organizations, makes a project for the organization in the area of logistics with the use of methods of forecasting									
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	
E1_U04			X				X	X				

Attitudes	E1_K02	The student develops the social competence of team work									
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
E1_K02							X				
Course contents											
<p>1) <i>The fundamentals of logistics</i> definition of logistics, goals of logistics, logistic support system's components, 2) <i>Forecasting in logistics</i> the role of forecasts in logistics, definition of forecasting, costs of forecasting, demand forecasting in logistic practice of small and medium companies methods of forecasting used logistics parameters of forecasts quality evaluation</p>											
Recommended reading lists											
<p>(a) 1) B. S. Blanchard: Logistics Engineering and Management. Prentice Hall, New Jersey 1998</p> <p>(b) 1) L. Reszka: Econometric Forecasting in Logistics Support System for Small Enterprise [W:] N. Fabbes-Coste, M. Koulikoff-Souvion (red.): Ninth ELA Doctorate Workshop 2004. European Logistics Association 2004 2) R. H. Ballou: Basic Business Logistics. Prentice Hall, New York 1987 3) D. Simchi-Levi, P. Kaminsky, E. Simchi-Levi: Designing and managing the supply chain. Irwin McGraw - Hill, International Editions 2000</p>											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations

Course title	Green Business Venturing						ECTS code	04.0.EE.FL.2987			
							ECTS credits	5			
							max. students	32			
Name of unit administrating study		KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff		Przemysław Kulawczuk, Associate Professor									
Number of hours											
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*		3 SS1,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional		
Total number of hours:						0	Language of instruction:		English		
Teaching form		in-class learning Faculty of Economics Building									
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Discussion, questioning, Case studies, Collaborating, group activities,									
Prerequisites (required courses and introductory requirements)											
Required courses		Fundamental / basic business mamangement course is suggested to pass before Green Business Venturing or alternatively cultural studies on new life styles course (or similar), or interculatural business (similar).									
Introductory requirements		Innovative spirit, openness to group work, willingness to defend own ideas, patience in lerning how to make managerial decisions.									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		Students will be assesed basing on the 2 groups of criteria: a) active participation in lectures, discussions, group works, practical exercises etc. - 50% of available points b) quality of the prepared business model project in small 2-3 persons groups on green business start ups - 50% of available points the quality components will include: original approach 1/4, atractiveness of green business for the market 1/4, convincing ppt / prezi presentation 1/4 and right pricing and proper financial targets 1/4.									
Course objectives											
The main aim of the course in Green Business Venturing is to develop innovative spirit in the area of seeking good business opportunities in the area of green business, building skills how to use those opportunities and convert them into the working business models and finally how to defend the worked out business models in front of venture investors. Besides, the participants will learn a substantial piece of knowledge about green business, new life styles and how to join the main stream of the new generation development.											
Learning outcomes											
Knowledge		MSG1_W06	The student gains the enlarged knowledge on starting up and functioning of green small enterprises including international markets								
		E1_W11	The student gains knowledge in starting up new green ventures, including business models and forms of business start ups								
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		

E1_W11							X		X		
Skills	MSG1_U07	The student gains skills in using knowledge in decision making in green business formation, including international business environment									
	E1_U06	The student gains the ability to design reasonable business propositions to solve problems or to exploit green business opportunities in green business formation									
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_U07							X	X			
E1_U06							X	X			
Attitudes	E1_K02	The student is able to work in team, accepts different roles in the group, build organizational skills of cooperation that allow for successful decision making									
	E1_K02	The student can set up priorities and plan tasks as well as monitor and correct the progress									
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
E1_K02							X	X	X		
E1_K02							X	X	X		
Course contents											
1.Green and healthy life and new lifestyles - lecture and interactive group discussion 2. New needs and cultural patterns possible for green business exploitation - lecture and interactive group discussion 3. Definition of green business: presenation of solutions used in defferent countries and group discussion 4. Business knowledge and know-how. How to learn them? Green branch knowledge and skills. Selection of thematic approach for group projects 5. Building creative ideas for new green ventures. Introductory lecture and group project work 6. Planning new green ventures - Osterwalder bussiness model application - introductory lecture and group project work 7. Green business marketing. Introductory lecture and group project work 8. Building customers’ relations in green products and services. Introductory lecture and group project work 9. Financing green ventures. Introductory lecture and group project work 10. Green business international. Introductory lecture and group project work 11. Strategies of small business expansion on new markets. Introductory lecture and group project work 12-15. Groups’ presentations of green business models and defence ahead of virtual venture investors											
Recommended reading lists											
1. Dean A. Shepherd, Michael P. Peters, Robert D. Hisrich, Entrepreneurship, Irwin Professional, 2007 2. Masters’ business models projects in green business, Faculty of Economics 2013-2017 3. How to set up your own small business, American Institute of Small Business, 1991 4. Cardullo M. Technological Entrepreneurism, Research Studies Press, 1999 5. Enabling local green growth. Addressing Climate Change Effects on Employment and Local Development, OECD Paris 2012 6. Electronic publications delivered by the lecturer											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations

Course title		How to open own profitable business						ECTS code		14.3.EE.FL.3155		
								ECTS credits		3		
								max. students		30		
Name of unit administrating study			KEIE		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff			Joanna Kuczewska, PhD									
Number of hours												
Lectures	0	Classes	0	Tutorials	15	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6, 2, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Collaborating, group activities, Case studies, Activating methods in training classes,										
Prerequisites (required courses and introductory requirements)												
Required courses		Microeconomics										
Introductory requirements		Basic knowledge of microeconomics and strategic management										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Students are required to prepare the business project (business model) of the new start-up and present it during the last session.Content of the business model:- Creating own business plan using budget of 30kEuro in a chosen city- Creation of marketing campaign based on modern marketing tools - Final results (business model) in a form of presentation										
Course objectives												
Present the business concepts of the own start-up in respect to the international aspects. Creating own business plan using the budget of 30kEuro in a chosen city and creation of marketing campaign based on modern marketing tools.												
Learning outcomes												
Knowledge	E1_W02	Student has got knowledge about the companies competitiveness and processes of its strategic management										
	E1_W07	Student has got knowledge about the law, administrative rules concerning the business start-up project in the international context										
	MSG1_W13	Student knows the general rules of establishing and developing the start-ups in the international context										
	MSG1_W16	Student knows the rules of the international business transactions										
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	
E1_W02								X	X		X	
E1_W07												
MSG1_W13												
MSG1_W16												

Skills	E1_U01	Student is able to observe and explain the economics processes in the context of the small company management
	E1_U06	Student is able to use the economic knowledge to take the business decisions
	MSG1_U11	Student is able to assess the risk of the start-up creation in the international (specially the EU) scale

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
E1_U01							X	X	X		X
E1_U06											
MSG1_U11											

Attitudes	E1_K02	Student is able to cooperate in the team to be responsible for the different tasks
	E1_K03	Student is able to plan and develop the business model
	E1_K05	Student is able to develop the business model adjusted to the economic, social and political environment requirements
	MSG1_K06	Student is able to act and think in an entrepreneurial way

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
E1_K02							X				X
E1_K03											
E1_K05											
MSG1_K06											

Course contents

- Competitiveness of enterprise:** definition, types, models, environment
- Business strategy and business models:** strategic management process - steps and tools; business models - types; how to build the business model
- The basis of the project management:** definition of scope, integration, log frame, risk and time management
- How to start the small business:** the real case description; students' start up in Amsterdam
- Running the business in the Netherlands:** general rules, law regulations, taxation, access to the external funds
- The role of marketing in the start-up strategic management**
- Influence of A vibrant city** (how important is to choose the proper place for running a business)

Recommended reading lists

- Osterwalder Alexander, Business Model Generation, A Handbook for Visionaries, Game Changers, and Challengers, 2010.
- Steve Blank, Bob Dorf, The Startup Owner's Manual: The Step-By-Step Guide for Building a Great Company, 2012
- A Guide to the Project Management Body of Knowledge (PMBOK® Guide), Sixth Edition, 2017
- Frank T. Rothaermel, Strategic Management, 2011

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

** MSG - International Economic Relations



Course title	Innovations in tourism							ECTS code	04.4.EE.FL.3142			
								ECTS credits	3			
								max. students	30			
Name of unit administrating study		KBPST		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff		Aleksandra Koźlak, Associate Professor ; Agnieszka Ważna, Msc										
Number of hours												
Lectures	0	Classes	15	Tutorials	0	Laboratory		0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		1 SS2, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		2, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Discussion, questioning, Activating methods in training classes, Collaborating, group activities, Case studies,										
Prerequisites (required courses and introductory requirements)												
Required courses												
Introductory requirements		A basic economic knowledge										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Assessment method: Students work in groups and prepare presentation concerning innovative type of tourism. Assessment criteria: 91-100% - 5 81-90% - 4,5 71-80% - 4 61-70% - 3,5 51-60% - 3 50% or less - 2										
Course objectives												
The aim of the lecture is to improve students’ knowledge about innovation in tourism including specific characteristics of innovation it this sector, essence and organisation of innovative processes, conditions and effects of creating innovations.												
Learning outcomes												
Knowledge	MSG2_W02		Students know the terminology in the field of innovation in tourism									
	MSG2_W04		Students have a basic knowledge in the field of innovation in tourism: understand characteristics of innovation it this sector, essence and organisation of innovative processes, conditions and effects of creating innovations									
	MSG2_W08		Students know selected methods and tools of describing issues concerning innovation in tourism									
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	
MSG2_W02							X	X				
MSG2_W04							X	X				

MSG2_W08							X	X			
Skills	MSG2_U02	Students are able to interpret economic phenomena in tourism sector and know how to use theoretical knowledge in the field of innovation in practice									
	MSG2_U04	Students are able to analyse conditions and possibilities of applying innovations in tourism, can invent innovative tourist solutions and products									
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
MSG2_U02							X	X			
MSG2_U04							X	X			
Attitudes	MSG2_K06	Students are able to think and act in an entrepreneurial way, have the ability to participate in the creation of innovative projects as well as to be active in this field									
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
MSG2_K06							X	X	X		
Course contents											
I. The basics of knowledge about innovation and tourism (the concept and types of innovation, the specificity of services innovation, sources of innovations in tourism, factors of tourism service innovation, entities implementing innovations in the field of tourism) II. Innovative tourist products (innovations in the components of a tourist product - tourism assets, tourist infrastructure and tourist services, innovative products for various forms of activity, innovative branded tourist products, examples of innovative products for various types of tourism) III. Innovation in support services and facilitates for tourists (innovative concepts of tourist development of regions, innovative tourist infrastructure, innovations in the field of tourist information, visual spatial information as an element of tourist infrastructure of the city and region, modern forms of guidance (multimedia presentations, audio guides, electronic guides), virtual museums, innovative tourist events in regions) IV. Transport innovations for tourism (involvement of public transport in the service of tourist needs, innovative offers combining tourism with transport services, transport as a tourist attraction (eg. a water tram), examples of innovative solutions in transport) V. Process, organizational and marketing innovations in tourism (application and role of the Internet in tourist enterprises, development of online travel agencies, electronic reservation and sale systems for tourist services, innovations in territorial marketing, new concepts in marketing of tourist enterprises (travel agencies, hotels)											
Recommended reading lists											
References: 1. Hjalager A.M., A review of innovation research in tourism, “Tourism Management" 2010, 31 (1). 2. Hjalager A.M., Repairing innovation defectiveness in tourism, “Tourism Management" 2002, vol. 23, issue 5. 3. Innovation and Growth in Tourism. OECD, Paris 2006. 4. Current scientific articles											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	International Management: Investment strategies in emerging markets						ECTS code		04.0.EE.FL.62			
							ECTS credits		5			
							max. students		35			
Name of unit administrating study			KMakr		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff			Przemysław Kulawczuk, Associate Professor									
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory		0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*			2 SS2, 1 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		4, 2,		
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional		
Total number of hours:						0		Language of instruction:		English		
Teaching form			in-class learning									
Teaching methods			Activating methods in training classes, Collaborating, group activities, Lectures including multimodal presentations,									
Prerequisites (required courses and introductory requirements)												
Required courses			Basic knowledge on market entry strategies. Basic knowledge on foreign direct investment. Good teamwork spirit and cooperation attitude. Also some presentation skills (PP).									
Introductory requirements			2-3 years of studies in managemnt or economics (international relations also wecome)									
Assessment method, forms and criteria												
Assessment method			Course completion (graded)									
Assessment criteria			The quality of proposed business solutions 40% The innovation level of creative proposals 40% Engagement in group activities and team spirit 20%									
Course objectives												
The objective of the course is to complement the implementation of selected learning objectives in terms of knowledge, skills and social competence as provided for economics and / or international economic relations study programmes.												
Learning outcomes												
Knowledge		MSG2_W06		The student gains the enlarged knowledge on functioning of enterprises on the international markets, especially on emerging markets								
		E2_W11		The student gains knowledge in starting up new ventures on emerging markets, including business models and forms of business start ups								
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
MSG2_W06								X				
E2_W11								X				
Skills		MSG2_U06		The student gains skills in using knowledge in decision making, especially in international business environment on emerging markets								
		E2_U07		The student gains the ability to design reasonable business propositions to solve problems or to exploit business opportunities in international business environment on emerging markets								
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
MSG2_U06							X	X	X		
E2_U07							X	X	X		
Attitudes	MSG2_K02	The student is able to work in team, accepts different roles in the group, build organizational skills of cooperation that allow for successful decision making									
	E2_K03	The student can set up priorities and plan tasks as well as monitor and correct the progress									
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
MSG2_K02								X	X		
E2_K03								X	X		
Course contents											
1. Foreign Direct Investment: fundamental concepts 2. Emerging markets: description of basic features: China, India, Brazil, Central Europe 3. Investment strategies in emerging markets 4. Institutional context in foreign direct investment strategies 5. FDI trends in European Emerging Economies 6. Changing patterns of FDI in Europe 7. Acquisition as entry and expansion strategy 8. Cultural context of entry strategies 9. Case studies: TP SA - France Telekom and T-Mobile Hungary 10. Case studies: Cadbury-Wedel, Carlsberg Breweries and MOL, Hungary 11. Case studies: entry strategies from India, Vietnam and Egypt 12. Successful patterns of FDI in emerging markets: Concluding remarks											
Recommended reading lists											
1. Estrin S., Meyer K.E. ed., Investment Strategies in Emerging Markets, Edward Elgar, Cheltenham, UK; Northampton, MA, USA, 2004 2. Meyer K.E., Estrin S. ed, Acquisition Strategies in European Emerging Markets, Palgrave Macmillan, Houndmills UK, New York, USA, 2007 3. Electronic publications delivered by the lecturer											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Internet Tools in Business Logistics						ECTS code	14.3.EE.FL.2020				
							ECTS credits	5				
							max. students	12				
Name of unit administrating study	OTHER	Field of study	Economics/MSG**			Field of specialisation	NONE;					
Teaching staff	Andrzej Jezierski, Associate Professor											
Number of hours												
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*	3 SS1, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:	6, 4,				
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:	optional				
Total number of hours:						0	Language of instruction:	English				
Teaching form	in-class learning											
Teaching methods	Work in computer laboratories,											
Prerequisites (required courses and introductory requirements)												
Required courses	Microeconomics, macroeconomics.											
Introductory requirements	Basic economic knowledge.											
Assessment method, forms and criteria												
Assessment method	Course completion (graded)											
Assessment criteria	Students are obliged to prepare a multimedial presentation in working groups on a chosen subject from the contemporary problems of internet tools support in business logistics.											
Course objectives												
Presentation the idea of conception of business logistics Presentation tools and methods of business logistics												
Learning outcomes												
Knowledge	E1_W01	Student understands the conception of business logistics										
	E1_W02	Students gains the knowledge of logistics support of an organization										
	E1_W04	Student describes internet methods and tools of business logistic										
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	
E1_W01				X								
E1_W02						X						
E1_W04									X			
Skills	E1_U01	Students knows internet tools and methods used in business logistics.										
	E1_U02	Students knows how to use tchem in practice										
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
E1_U01						X					
E1_U02								X			
Attitudes	E1_K01	Student can work in groups, aims to gain the knowledge permanently									
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
E1_K01								X			
Course contents											
<p>The fundamentals of business logistics; definition of logistics, definition of logistics system and logistics processes, definition of logistic support system, logistic support system's components. Macro- and microeconomic aspects of business logistics. Logistics services. E-logistics support systems. The role of internet support in business logistics. Internet tools and methods in logistics support system. E-logistics stock exchange: Teleroute, Timocom, Logintrans, Benelog, ARIS, etc.</p>											
Recommended reading lists											
<p>R. Ballou:Basic Business Logistics, Prentice Hall New York 1987 D. J. Bowersox: Logistical Management, New York 1986 www.timocom.com www.logintrans.com Web pages e-logistics stock</p>											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations

Course title	Markets of the world: culture and economy				ECTS code	14.3.EE.FL.1924					
					ECTS credits	3					
					max. students	20					
Name of unit administrating study	IHZ	Field of study	Economics/MSG**	Field of specialisation	NONE;						
Teaching staff	Monika Grottel, PhD										
Number of hours											
Lectures	0	Classes	0	Tutorials	15	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*	3 SS1, 1 SS2, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):						Semester:	6, 2, 4,				
Hours without the participation of the academic teacher (student's self-study, homeworks):						Type of course:	optional				
Total number of hours:					0	Language of instruction:	English				
Teaching form	in-class learning										
Teaching methods	Activating methods in training classes, Discussion, questioning, Collaborating, group activities,										
Prerequisites (required courses and introductory requirements)											
Required courses	International Business Transactions										
Introductory requirements	Basic knowledge in Economic Geography, International Business Relations and Macroeconomics ability to work in a groups.										
Assessment method, forms and criteria											
Assessment method	Course completion (graded)										
Assessment criteria	Each student: 1. Will prepare a presentation (in groups 4-5 people) on a given subject, this constitutes 50% of a final grade, 2. Will take a short test, this constitutes 30% of a final grade, 3. Will be assesed while working in groups durign classes, this constittes 20% of final grade.										
Course objectives											
Students will learn the basic information necessary to build business relationships with foreign business partners and carry out business transactions in selected regions of the world. The aim of the subject is to learn about emerging markets of the world, their economies and culture.											
Learning outcomes											
Knowledge		Student knows the basic terminology and has a systematized knowledge of culture and economy of chosen regions and subregions. Student knows the basic tools and techniques of acquiring data.									
Skills		Student is able to correctly interpret economic phenomena, gather and analyze data, draw relevant conclusions and present them in an appropriate form, can compare selected countires in respect to culture and economy of chosen world's regions and subregions.									
Attitudes		Student can broaden and improve his skills and his knowledge on his own, possesses proper communication skills and is willing to interact with other students, works in groups and is aware of the importance of ethical behaviour in the learning process, student understands the responsibility for his own work as well as for the group decissions.									
Course contents											
1.United Nations geoscheme - regions and subregions 2. Southern America - Brasil and Argentina - the birthplace of samba and tango: a. Its share in the global economy, the most important branches of industry, raw materials, trading partners b. Football phenomena c. Culture and cuisine 3. Central America: a. Its share in the global economy, the most important branches of industry, raw materials, trading partners											

- b. Dominican Republic, Haiti, Jamaica, Puerto Rico - holiday destinations
- c. Cuba - Fidel Castro's dictatorship - success or a failure?
- d. How to make a Cuban cigar?
- e. Culture and cuisine
- 4. Australia and Oceania:**
 - a. Its share in the global economy, the most important branches of industry, raw materials, trading partners
 - b. Australia - a country of diversity
 - c. Skiing in New Zealand?
 - d. Culture and cuisine
- 5. Middle East countries:**
 - a. Its share in the global economy, the most important branches of industry, raw materials, trading partners
 - b. Arabic countries - economy, cuisine, culture
 - c. Oil - the diamond of the Middle East?
 - d. Diving
 - e. Culture and cuisine
- 6. African countries:**
 - a. Its share in the global economy, the most important branches of industry, raw materials, trading partners
 - b. From extreme poverty to prosperity
 - c. Kenya - a nature reserve or modern highways?
 - d. Culture and cuisine
- 7. Southern Asia:**
 - a. Its share in the global economy, the most important branches of industry, raw materials, trading partners
 - b. India - a perfect place for retirement?
 - c. Borneo - the world's third largest island
 - d. Culture and cuisine
- 8. Test, grades**

Recommended reading lists

1. United Nations official website, www.un.org/en/
2. IMF GDP Datas [online], www.imf.org
3. National Geographic official website, www.nationalgeographic.com

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

** MSG - International Economic Relations

Course title	Negotiation in Business							ECTS code	04.9.EE.FL.2778			
								ECTS credits	5			
								max. students	30			
Name of unit administrating study		IHZ	Field of study		Economics/MSG**		Field of specialisation		NONE;			
Teaching staff		Dorota Simpson, Associate Professor										
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory		0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6, 2, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Discussion, questioning, Collaborating, group activities, Activating methods in training classes,										
Prerequisites (required courses and introductory requirements)												
Required courses		Human geography,										
Introductory requirements		Students have to know fundamentals of business psychology to recognize reasons of individuals' behaviour, ways of communication in business environment, international economic relations, etc.										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		The final assesement includes the following elements: test of single choice - 50% (51% - 60% of correct answers - 3,0; 61% - 70% - 3,5; 71% - 80% - 4,0; 81% - 90% - 4,5; 91% - 100% - 5,0) prestantation of the project - 50% (students choose a country and prepare presentation about the country, in particular its economy, culture and charactersitic features of negotiators originated from a chosen country)										
Course objectives												
Knowledge: MSG1_W07 Skills: MSG1_U02, MSG1_U6 Attitudes: MSG1_K02, MSG1_K03, MSG1_K07												
Learning outcomes												
Knowledge		MSG1_W07	Students have basic knowledge about people as individuals who have to communicate, and negotiate all the times to make economic decisions, operating in organizational structures, in particular in enterprises, and as individual entrepreneurs.									
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_W07	X				X		X	X	X		X	
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_U02							X	X	X		X
MSG1_U06											
Attitudes	MSG1_K02	Students can collaborate in teams, and play various team roles. They also have basic organizational abilities which let them complete assignments related to their professional activities.									
	MSG1_K03	Students can communicate with business partners and identify priorities to complete tasks and take responsibility for decisions they make.									
	MSG1_K07	They are aware how important is professional, and ethical behaviour at work, and respect to different ideas and cultures.									

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	X		X
MSG1_K03							X	X	X		X
MSG1_K07							X	X	X		X

Course contents
Introduction - the essence of negotiations

Definitions, reasons for negotiations

Different styles of negotiations - rivalry or cooperation

Win - win, lose - lose, win - lose, BATNA, ZOPA

Communication in negotiations

Sender, message, channel, recipient, communication noise, verbal, non verbal, and paraverbal communication

Difficult situations in negotiations

Awkward partners, tricks and manipulations, psychological and positional war, machiavellianism, eristic

Conflicts in negotiations

Determinants of conflict, course of conflicts - stages, conflict resolution

Phases of negotiations

Preparations - acquisition of information, characteristics of the negotiation team, selecting members of the negotiating team, choice of the venue, opening of negotiations, proposals, concessions and offers, conclusions of the negotiations and signing the contract

Negotiations in international business

Cultural differences and their impact on the negotiation process, Gesteland's Model, Hofstede's Model and Hall's Model - characteristics of negotiators originated from different cultures and countries.

Negotiating with partners from chosen countries - group projects prepared by students (presentations in PP or PREZI in front of the class)

Recommended reading lists
Basic literature:

R. Fisher, W. Ury, B. Patton, Getting to Yes: Negotiating an Agreement Without Giving In, Penguin Books, 2011

B. Maude, International Business Negotiation, Principles and Practice, Palgrave Macmillan, 2014

R. R. Gesteland, Cross-Culture Business Behaviour, Handelshøjskolen Forlag, Copenhagen 1997

R. Fisher, D. Shapiro, Building Agreement: Using Emotions as You Negotiate, Random House 2007

B. Jeliński, Negotiating and making contracts, [in:] Export Marketing of Small and Medium-Sized Enterprises in the South Baltic Region, eds. H. Treder, P. Kulawczuk, Gdańsk University Press, Gdańsk 2012, p.p. 120-144

D. Simpson, Cultural differences in conducting business in the South Baltic Region, [in:] Export Marketing of Small and Medium-Sized Enterprises in the South Baltic Region, eds. H. Treder, P. Kulawczuk, Gdańsk University Press, Gdańsk 2012, p.p. 173-185

D. Tudoran, A. Boglut, Types of Negotiation Tactics, research Journal of Agricultural Sciences, 46 (2), 2014

Supplementary literature:

Swee-Hoon Chuah, R. Hoffmann, J. Larner, Chinese values and negotiation behaviour: A bargaining experiment, International Business Review, 23, 2014

A. N. Sarkar, Negotiating the Rough Seas of Global Business Negotiation: Reflection on Cross-Cultural Issues & Some Corporate Experiences, International Journal of Business Insights & Transformation, April, 2010

G. Richard Shell, Bargaining for Advantage: Negotiation Strategies for Reasonable People, 2nd Ed. Penguin 2006

Lieh-Ching Chang, A Comparison of Taiwanese and Philippine Chinese Business negotiation Styles, Social Behavior and Personality, 2011, 39 (6)

Lieh-Ching Chang, Subcultural Differences in Taiwanese and Burmese Chinese Business Negotiation Styles, Social Behavior and



Personality, 2012, 40 (7)

H.T. Luomala, R. Kumar, J. D. Singh, M. Jaakkola, When an Intercultural Business Negotiation Fails: Comparing the Emotions and Behavioural Tendencies of Individualistic and Collectivistic Negotiators (available in Internet, published in 2015)

P. Khakhar, H.G. Rammal, Culture and business networks: International business negotiations with Arab managers, *International Business review*, 22, 2013

O. Miller, The negotiation style: a comparative study between the stated and in-practice style, *Procedia - Social and Behavioral Sciences*, 124, 2014

J. Thomas, *Negotiate to Win: The 21 Rules for Successful Negotiating*, HarperBusiness, 2005

G. Richard Shell, The Morality of Bargaining: Identity versus Interests in Negotiations with Evil, *Negotiations Journal*, Vol. 26, No 4, p. 453-481

Robert M. March, Su-Hua Wu: *The Chinese Negotiator: How to Succeed in the World's Largest Market*, Kodansha International Ltd., 2007

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

** MSG - International Economic Relations

Course title	Optimization of logistics						ECTS code		14.3.EE.FL.3139			
							ECTS credits		5			
							max. students		25			
Name of unit administrating study		KL	Field of study		Economics/MSG**		Field of specialisation		NONE;			
Teaching staff		Leszek Reszka, Ph.D.										
Number of hours												
Lectures	0	Classes	0	Tutorials	0	Laboratory		30	Seminars	0	Language classes	0
Forma aktywności						Year&Type of studies*			3 SS1, 2 SS2, 1 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		6, 4, 2,		
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional		
Total number of hours:						0		Language of instruction:		English		
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Activating methods in training classes, Work in computer laboratories, Collaborating, group activities, Case studies,										
Prerequisites (required courses and introductory requirements)												
Required courses		Microeconomics, macroeconomics.										
Introductory requirements		Basic economic knowledge.										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Student's working during the classes is recorded by the teacher, which is the base of the final grade.										
Course objectives												
The aim of the subject is to provide the knowledge and practical skills in optimization of logistics Moreover, students will expand their vocabulary in English terminology in the field of logistics and optimization By preparing project, they will develop social competence of teamwork.												
Learning outcomes												
Knowledge	E1_W01		The student knows the idea of the logistic processes and logistic systems in organizations.									
	E1_W06		The student knows methods of optimization.									
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	
E1_W01			X				X	X				
E1_W06			X				X	X				
Skills	E1_U04		The student applies the methods of optimization of logistics for organizations									
	E1_U04		The student makes a project for the organization in the area of logistics with the use of methods of optimization									
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
E1_U04			X				X	X			
Attitudes	E1_K02	The student develops the social competence of team work									
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
E1_K02							X				
Course contents											
1) The fundamentals of logistics definition of logistics, goals of logistics, logistic support system's components, 2) Optimization of logistics definition of optimization, conjunction of logistics and optimization optimization methods in logistics linear programming models											
Recommended reading lists											
(a) 1) B. S. Blanchard: Logistics Engineering and Management. Prentice Hall, New Jersey 1998 2) A. Yalaoui, Hi. Chehade, F. Yalaoui, L. Amodio: Optimization of Logistics (ISTE), Kindle Edition 2013 3) G. D. Eppen, F. J.Gould, C. P.Schmidt, J. H. Moore, L. R. Weatherford: Introductory Management Science Decision Modelling with Spreadsheets. Prentice Hall, New Jersey 1998.											
(b) 1) R. H. Ballou: Basic Business Logistics. Prentice Hall, New York 1987 2) G. J. Plenert: Supply Chain Optimization through Segmentation and Analytics (Resource Management), CRC Press, 2014 3) S. G. Powell, K. R. Bake: Management Science: The Art of Modeling with Spreadsheets, John Wiley and Sons, 2010 4) D. Simchi-Levi, P. Kaminsky, E. Simchi-Levi: Designing and managing the supply chain. Irwin McGraw - Hill, International Editions 2000											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies

** MSG - International Economic Relations

Course title	Passenger transport							ECTS code	14.3.EE.FL.1918			
								ECTS credits	5			
								max. students	30			
Name of unit administrating study		KRT	Field of study		Economics/MSG**		Field of specialisation		NONE;			
Teaching staff		Olgiard Wyszomirski, Professor ; Marcin Wołek, PhD ; Dariusz Tłoczyński, Associate Professor ; Krzysztof Grzelec, Associate Professor										
Number of hours												
Lectures	30	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności							Year&Type of studies*		1 SS2, 2 SS2,			
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		2, 4,			
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional			
Total number of hours:						0	Language of instruction:		English			
Teaching form		in-class learning										
Teaching methods		Lectures including multimodal presentations, Discussion, questioning, Case studies, technical excursion to Gdansk airport										
Prerequisites (required courses and introductory requirements)												
Required courses		no formal requirements										
Introductory requirements		knowledge of basic economics issues and basics of transport economics										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Presentation on railway market subject (the title will be individually discussed during lecture). Evaluation criteria: 91 - 100 pts - A (5) 81-90 pts - B (4,5) 71-80 - B (4) 61-70 - C+ (3,5) 51-60 - C (3) 50 and less - D Attendance rate: 25 pts (maks.), presentation (maks.) 75 pts.										
Course objectives												
To provide specific knowledge on particular passenger transport markets, including air, railway, road and urban.												
Learning outcomes												
Knowledge		E2_W01	Knowledge on passenger transport from the perspective of its four branches of transport: air, railway, road and urban. Identification of characteristic features of demand and supply, costs and revenues, organisation and management on the branches of transport.									
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
E2_W01							X	X	X	X		
Skills		E2_U01	Ability to analyse case studies and to generalise economic facts based on case study research. Student will get basic knowledge on business instruments being used on passenger transport market including strategic planning and marketing research.									
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
E2_U01						X	X	X	X		
Attitudes	E2_K01	Ability to work in small groups and to divide tasks and execute desired level of quality.									
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
E2_K02							X	X	X		
Course contents											
1. Passenger market as a macrosegment of transport market. 2. Environmental challenges of development of passenger transport. 3. Introduction to cost and pricing in passenger transport. 4. Passenger air transport: demand and supply 5. Passenger air transport: costs and revenues 6. Passenger air transport: policy, organisation and management 7. Passenger railway transport: demand and supply 8. Passenger railway transport: costs and revenues 9. Passenger railway transport: policy, organisation and management 10. Road passenger transport: demand and supply 11. Road passenger transport: costs and revenues 12. Road passenger transport: policy, organisation and management 13. Urban passenger transport: policy, organisation and management											
Recommended reading lists											
S. Cole: Applied Transport Economics. Policy, management & Decision Making. 3rd Edition. Kogan Page, London and Sterling 2005 E. Cascetta: Transportation Systems Analysis. Models and Applications. Second Edition. Springer, New York, Dordrecht, Heidelberg, London 2009 J.G. Wensveen: Ait Transportation. A Management Perspective. 6th Edition, Asgate, Farnhan and Burlington 2010 A. Graham: Managing Airports: An International Perspective. 3th Edition. BH, Oxford 2008 F. Bruinsma, E. Pels, H. Priemus, P. Rietveld, B. Van Wee: Railway Development. Impacts on Urban Dynamics, PhysicaVerlag, Amsterdam and Delft 2008											
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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Successful Business Presentation						ECTS code		14.3.EE.FL.3073			
							ECTS credits		3			
							max. students		20			
Name of unit administrating study		IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;		
Teaching staff		Monika Grottel, PhD										
Number of hours												
Lectures	15	Classes	0	Tutorials	0	Laboratory	0	Seminars	0	Language classes	0	
Forma aktywności						Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,				
Hours with the participation of the academic teacher (including office hours, exams, others):								Semester:		6, 2, 4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):								Type of course:		optional		
Total number of hours:						0		Language of instruction:		English		
Teaching form		in-class learning										
Teaching methods		Activating methods in training classes, Work in computer laboratories, Individual projects, Collaborating, group activities,										
Prerequisites (required courses and introductory requirements)												
Required courses		• business communication										
Introductory requirements		• computer skills • knowledge of business information sources • ability to search information on the internet • basic knowledge of business communication										
Assessment method, forms and criteria												
Assessment method		Course completion (graded)										
Assessment criteria		Each student: 1. Will prepare a presentation (in groups 4-5 people) on a given subject, this constitutes 50% of a final grade, 2. Will take a short test, this constitutes 30% of a final grade, 3. Will be assesed while working in groups durign classes, this constittes 20% of final grade.										
Course objectives												
The aim of the course is:												
• preparing students to create and present presentations on a selected business topic in a professional manner and in accordance with the rules of public speech, • improving the skills of autopresentation, papers' presentation and active participation in discussions												
Learning outcomes												
Knowledge	MSG1_W01	A student has knowledge of modern methods and tools to acquire information needed to consistently present business situations and make decisions.										
	MSG1_W08	A student knows the principles of creating multimedia presentations used in business practice and in the development of individual entrepreneurship.										
	MSG1_W13	A student recognizes persuasive occurrences, knows methods of strengthening arguments.										
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_W01					X	X		X			
MSG2_W08					X	X		X			
MSG1_W13					X	X		X			

Skills	MSG1_U10	A student can use the advanced functions of tools for preparing and conducting presentations. He/she can prepare and present a presentation using multimedia techniques.									
	MSG1_U15	A student is able to review the presentation, assess its content, the way of preparation the slides and performance the presentation.									
	MSG1_U16	A student is able to transform a multimedia presentation into materials for publication, can plan and conduct a presentation in accordance with a top-down schedule.									

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_U10						X		X			
MSG1_U15						X		X			
MSG1_U16						X		X			

Attitudes	MSG1_K02	A student can broaden and improve skills and knowledge on her/his own, possesses proper communication skills and is willing to interact with other students, works in groups and is aware of the importance of ethical behaviour in the learning process.									
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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			

Course contents

1. Presentation as a business communication tool: the definition of business communication, the role of communication in business, tools and channels of business communication, barriers to communication in international business - semantic, psychological, physical and environmental.
2. Elements of business presentation: characteristic features and the role of business presentations, recipients of business presentations: potential clients, investors, business partners, channels of communication: business meetings, social media, pages website.
3. Tools and services that help to create stunning and effective presentation.
4. Principles and benefits of oral presentation: principles of preparing and conducting public appearances, oral presentation tools: verbal - language and non-verbal - body language, features of a good speaker.
5. Presentation improvised: 5 Ways to impromptu speech.
6. Preparation for the presentation: audience analysis, goal and theme definition, barrier analysis, theme slogan, presentation planning - yellow Stick-it card method, place and date of presentation.
7. Multimedia presentation: creating the history and background of the presentation, plan of the presentation, rules for slides creating: Guy Kawasaki - the 10/20/30 rule of Power Point presentation.
8. How to control stress during a business presentation?
9. Presentation as a persuasive statement: persuasion, manipulation, ethics, strengthening of arguments - 5 rules of Aristotle, management of audience reaction.
10. Analysis of business presentations: examples from business practice.
11. Student presentations.

Recommended reading lists

1. Business communication: process and product. ed. M.E. Guffey, Mason: South-Western Cengage Learning, 2008
2. Gene Zelazny, Say it with presentations: how to design and deliver successful business presentations, 2nd [rev. & expanded.], New York : McGraw-Hill, 2013
3. Carmine Gallo, The Presentation Secrets of Steve Jobs. How to be insanely great in front of any audience, Columnist, Businessweek.com



4. Patricia Moor, How to avoid Death by PowerPoint, [NZ Business](#). Nov 2011, Vol. 25 Issue 10, p. 48-51. 4p.

Contact

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

** MSG - International Economic Relations

Course title	Successful Business Communication						ECTS code	14.3.EE.FL.3072			
							ECTS credits	5			
							max. students	25			
Name of unit administrating study		IHZ		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff		Monika Grottel, PhD									
Number of hours											
Lectures	0	Classes	0	Tutorials	30	Laboratory	0	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6, 2, 4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional		
Total number of hours:						0	Language of instruction:		English		
Teaching form		in-class learning									
Teaching methods		Activating methods in training classes, Collaborating, group activities, Case studies, Individual projects,									
Prerequisites (required courses and introductory requirements)											
Required courses		<ul style="list-style-type: none"> international business transactions cultural determinants of international business 									
Introductory requirements		<ul style="list-style-type: none"> computer skills knowledge of business information sources ability to search information on the internet basic knowledge of business transaction 									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		Each student: 1. Will prepare a presentation (in groups 4-5 people) on a given subject, this constitutes 50% of a final grade, 2. Will take a short test, this constitutes 30% of a final grade, 3. Will be assessed while working in groups during classes, this constitutes 20% of final grade.									
Course objectives											
The aim of the lecture is to present the specifics of communication in international business. Students will: <ul style="list-style-type: none"> learn the theoretical aspects of communication, strategies, channels and styles of communication, as well as the principles of verbal and nonverbal communication review the practice of business communication during the recruitment process, trade meetings, trade fairs, practise how to prepare business presentation and public appearances. 											
Learning outcomes											
Knowledge	MSG1_W02	A student knows the basic terminology and has basic and ordered knowledge in the field of communication in international business.									
	MSG1_W07	A student has basic knowledge about a man as an economical unit, operating in enterprises, including individual economic activity.									
	MSG1_W07	A student knows the principles of interpersonal and business communication.									
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_W02							X	X	X		
MSG1_W07							X	X	X		
MSG1_W08							X	X	X		
Skills	MSG1_U03	A student can interpret basic problems and processes in the field of intercultural communication i, their causes and course.									
	MSG1_U04	A student is able to observe and analyze basic differences in the field of communication in international business, can interpret the verbal and non-verbal signals, as well as forecast business processes using economic standard methods and tools.									

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_U03							X	X	X		
MSG1_U04							X	X	X		
Attitudes	MSG1_K02	A student can broaden and improve skills and knowledge on her/his own, possesses proper communication skills and is willing to interact with other students, works in groups and is aware of the importance of ethical behaviour in the learning process.									
	MSG1_K06	The student can think and act in an entrepreneurial way.									

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	X		
MSG1_K06								X	X		

Course contents

1. Theoretical basis of communication: definition of communication, communication process and its participants, features and conditions of effective communication, definition and principles of message formulation, forms of information exchange.
2. Strategies and channels of communication.
3. Principles of verbal communication: semantic principles of communication, secrets of careful listening.
4. Non-verbal communication principles: non-verbal communication channels - body language.
5. Communication styles and types of behavior in the communication process: aggressive attitude, has, assertive.
6. Disturbances and barriers in the communication process: semantic, psychological, environmental and physical barriers, conflict and ways to solve it.
7. Manipulation in the communication process: the impact of emotions on the communication process.
8. Rules for the preparation of a good presentation.
9. Communication during recruitment, how to prepare a CV.
10. Cultural conditions of business communication.
11. Golden rules of communication - student presentations.
12. Final test.

Recommended reading lists

1. Business communication: process and product. ed. M.E. Guffey, Mason: South-Western Cengage Learning, 2008
2. Gene Zelazny, Say it with presentations: how to design and deliver successful business presentations, 2nd [rev. & expanded.], New York : McGraw-Hill, 2013
3. Carmine Gallo, The Presentation Secrets of Steve Jobs. How to be insanely great in front of any audience, Columnist, Businessweek.com



Contact

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	Supply management and production planning in SAP ERP (excluding IB)					ECTS code		14.3.EE.FL.2984			
						ECTS credits		5			
						max. students		30			
Name of unit administrating study		KL		Field of study		Economics/MSG**		Field of specialisation		NONE;	
Teaching staff		Agnieszka Szmelter, Ph.D.									
Number of hours											
Lectures	0	Classes	0	Tutorials	0	Laboratory	30	Seminars	0	Language classes	0
Forma aktywności							Year&Type of studies*		3 SS1, 1 SS2, 2 SS2,		
Hours with the participation of the academic teacher (including office hours, exams, others):							Semester:		6, 2, 4,		
Hours without the participation of the academic teacher (student's self-study, homeworks):							Type of course:		optional		
Total number of hours:						0	Language of instruction:		English		
Teaching form		in-class learning									
Teaching methods		Work in computer laboratories, Case studies, Lectures including multimodal presentations, Discussion, questioning,									
Prerequisites (required courses and introductory requirements)											
Required courses		Microeconomics, Introduction to Computer Science, Economic Analysis Fundamentals of logistics would be welcome									
Introductory requirements		Knowledge: Basic theories and principles of microeconomics, enterprise management and information systems. Basic knowledge about the logistics processes and systems. Skills: computer skills (Windows, MS Office), good knowledge of English language									
Assessment method, forms and criteria											
Assessment method		Course completion (graded)									
Assessment criteria		An essay on a chosen topic related to the subject Solving case studies in class									
Course objectives											
Showing the role of ERP systems (transactional systems) in realizing an efficient flow of resources in logistics systems (case study). Showing to students the tools used to support the sphere of supply and production in the company (case study). Gaining skills by students to handle with SAP ERP system.											
Learning outcomes											
Knowledge	E1_W03	Student understands the role of information systems in the proper implementation of logistics processes.									
	E1_W06	Student characterizes the operation of ERP systems and their impact on the flow of information across the enterprise.									
	MSG1_W06	Student understands the role of information systems in the proper implementation of logistics processes.									
	MSG1_W08	Student characterizes the operation of ERP systems and their impact on the flow of information across the enterprise.									
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
E1_W03				X					X		
E1_W06				X					X		

MSG1_W06				X					X		
MSG1_W08				X					X		
Skills	E1_U02	Student organizes and implements the process of ordering goods from a supplier.									
	E1_U02	Student organizes and executes production process.									
	E1_U07	Student plans production process and on its basis creates production schedule.									
	MSG1_U06	Student organizes and implements the process of ordering goods from a supplier.									
	MSG1_U06	Student organizes and executes production process.									
	MSG1_U10	Student plans production process and on its basis creates production schedule.									
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
E1_U02								X			
E1_U07								X			
MSG1_U06								X			
MSG1_U10								X			
Attitudes	E1_K04	Student identifies and resolves complex decision problems in the area of sourcing and production.									
	E1_K07	Student is able to communicate with suppliers and customers in order to plan seamless flow of resources in the area of sourcing and production.									
	MSG1_K04	Student identifies and resolves complex decision problems in the area of sourcing and production.									
	MSG1_K06	Student is able to communicate with suppliers and customers in order to plan seamless flow of resources in the area of sourcing and production.									
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
E1_K04								X	X		
E1_K07								X	X		
MSG1_K04								X	X		
MSG1_K06								X	X		
Course contents											
1. Introduction to ERP systems: 1.1. Characteristics of ERP systems 1.2. Architecture of ERP systems 1.3. Main vendors of ERP solutions 2. General information about SAP AG and its products 3. Introduction to GBI study 4. Navigation in SAP ERP 5. Materials Management module in SAP ERP (case study): 5.1. Introduction to MM study 5.2. Creating new records in master data 5.3. Creating purchase requisitions and requests for quotation 5.4. Maintaining quotations from vendors 5.5. Creating purchase orders and goods receipts 5.6. Verifying physical receipts 5.7. Posting payment to vendors 6. Production Planning module in SAP ERP (case study):											

- 6.1. Introduction to PP study
- 6.2. Creating and changing records in Material Master
- 6.3. Changing routing
- 6.4. Creating SOP (Sales and Operation Plan)
- 6.5. Running Master Production Schedule
- 6.6. Creating production orders
- 6.7. Confirming production completion
- 6.8. Receiving goods from production orders
- 6.9. Review of costs assigned to production orders

Recommended reading lists

Basic:

Szmelter A., Communication in global supply chains in automotive industry, Information Systems in Management 2015, Vol. 4, no 3, p. 205-218
materials of SAP University Alliances

Facultative:

D. E. O'Leary, Enterprise Resource Planning Systems. Systems, Life Cycle, Electronic Commerce and Risk, Cambridge University Press, 2000.
S. R. Magal, J. Word, Integrated Business Processes with ERP Systems, Jhn Wiley & Sons, 2011.
M. Murray, Discover logistics with SAP ERP, Galileo Press, 2008.
J. T. Dickersbach, G. Keller, Production Planning and Control with SAP ERP, Galileo Press, 2011.
J. Kletti, Manufacturing Execution System - MES, Springer, 2007.

Contact

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* SS1- undergraduate studies * SS2 - graduate studies * SDang - doctoral studies
** MSG - International Economic Relations

Course title	The use of ERP systems in sales and warehouse management						ECTS code		14.3.EE.FL.2015								
							ECTS credits		5								
							max. students		30								
Name of unit administrating study			KL		Field of study		Economics/MSG**		Field of specialisation		NONE;						
Teaching staff			Agnieszka Szmelter, Ph.D. ; Henryk Woźniak, Associate Professor														
Number of hours																	
Lectures		0	Classes		0	Tutorials		0	Laboratory		30	Seminars		0	Language classes		0
Forma aktywności									Year&Type of studies*			3 SS1, 2 SS2,					
Hours with the participation of the academic teacher (including office hours, exams, others):										Semester:			6, 4,				
Hours without the participation of the academic teacher (student's self-study, homeworks):										Type of course:			optional				
Total number of hours:								0		Language of instruction:			English				
Teaching form			in-class learning														
Teaching methods			Activating methods in training classes, Work in computer laboratories, Case studies, Discussion, questioning,														
Prerequisites (required courses and introductory requirements)																	
Required courses			Microeconomics, Macroeconomics, Basics of Computer Science, Basics of Financial Accounting and Economic Analysis Fundamentals of logistics would be welcome														
Introductory requirements			Knowledge: Basic theories and principles of microeconomics, enterprise management and information systems. Basic knowledge about the logistics processes and systems. Skills: computer skills (Windows, MS Office), good knowledge of English language														
Assessment method, forms and criteria																	
Assessment method			Course completion (graded)														
Assessment criteria			An essay on a chosen topic related to the subject Solving case studies and discussion in class														
Course objectives																	
Introduction to sales management and warehouse management. The rules of operation of information transaction systems in logistics. Showing the functioning of ERP applications, especially with the SAP ERP 6.0. (case studies) Preparing students to work in companies with a global range.																	
Learning outcomes																	
Knowledge		E1_W02		Student understands the importance of transactional systems (especially ERP) in logistic processes in accordance with the principle of 6R.													
		MSG1_W03		Student understands the importance of transactional systems (especially ERP) in logistic processes in accordance with the principle of 6R.													
		E1_W06		Student understands the rules of warehouse management and sales planning and executing.													
		MSG1_W05		Student understands the rules of warehouse management and sales planning and executing.													
		E1_W07		Student understands the importance of logistics customer service and optimization of flow of information in shaping the company success.													
		MSG1_W05		Student understands the importance of logistics customer service and optimization of flow of information in shaping the company success.													
		E1_W06		Student lists the documents related to sales service and warehouse operations.													
		MSG1_W08		Student lists the documents related to sales service and warehouse operations.													

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
E1_W02				X					X		
E1_W06				X				X	X		
E1_W07				X				X			
MSG1_W03				X					X		
MSG1_W05				X				X			
MSG1_W08				X				X	X		
Skills	E1_U02	Student uses information technology in the area of ERP systems.									
	MSG1_U08	Student uses information technology in the area of ERP systems.									
	E1_U07	Student is able to plan the resources associated with the sale of goods and services to the customer.									
	MSG1_U04	Student is able to plan the resources associated with the sale of goods and services to the customer.									
	E1_U02	Student is able to handle the flow of documentation related to the sale of goods and services and warehouse operations.									
	MSG1_U08	Student is able to handle the flow of documentation related to the sale of goods and services and warehouse operations.									
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
E1_U02								X			
E1_U07				X				X			
MSG1_U04				X				X			
MSG1_U08								X			
Attitudes	E1_K01	Student works independently, expanding his skills and knowledge									
	MSG1_K01	Student works independently, expanding his skills and knowledge									
	E1_K06	Student is open to new methods for solving decision problems in the area of logistics									
	MSG1_K03	Student is open to new methods for solving decision problems in the area of logistics									
	E1_K05	Student is involved in the implementation of logistics processes in the area of ​​sales and inventory management									
	MSG1_K04	Student is involved in the implementation of logistics processes in the area of ​​sales and inventory management									
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
E1_K01								X	X		
E1_K05								X	X		
E1_K06								X	X		

MSG1_K01								X	X		
MSG1_K03								X	X		
E1_K04								X	X		

Course contents

1. Introduction to ERP systems:
 - 1.1. Characteristics of ERP systems
 - 1.2. Architecture of ERP systems
 - 1.3. Main vendors of ERP solutions
2. Navigation in SAP ERP
3. Sales and Distribution module in SAP ERP (case study):
 - 3.1. Introduction to SD study
 - 3.2. Creating and changing records in master data
 - 3.3. Creating customer inquiry
 - 3.4. Creating customer quotation
 - 3.5. Creating sales order
 - 3.6. Picking materials on delivery note
 - 3.7. Posting goods issue
 - 3.8. Creating sales invoice
 - 3.9. Posting receipt of customer payment
 - 3.10. Financial transactions in SAP ERP
4. Warehouse management in SAP ERP (case study):
 - 4.1. Supply:
 - 4.1.1. Creating purchase order
 - 4.1.2. Displaying material inventories
 - 4.1.3. Receiving goods
 - 4.1.4. Running reports
 - 4.1.5. Creating and confirming transfer orders
 - 4.2. Sales:
 - 4.2.1. Creating sales order
 - 4.2.2. Creating outbound delivery
 - 4.2.3. Creating and confirming transfer order
 - 4.2.4. Shipping materials
 - 4.2.5. Displaying material inventories

Recommended reading lists

Basic:

Szmelter A., Communication in global supply chains in automotive industry, Information Systems in Management 2015, Vol. 4, no 3, p. 205-218
materials of SAP University Alliances

Facultative:

E. Monk, B. Wagner, Enterprise Resource Planning, Cengage Learning EMEA, 2008.
G. C. Williams, Implementing SAP ERP Sales&Distribution, McGraw Hill Professional, 2008.
J. Kappauf, B. Lauterbach, M. Koch, Logistics Core Operations with SAP, Springer, 2011.
L. K. Lau, Managing Business with SAP: Planning, Implementation and Evaluation, Idea Group Inc., 2005.

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

** MSG - International Economic Relations