

STUDY MODULE DESCRIPTION FORM		
Name of the module/subject Foreign trade transactions		Code 1011105331011185035
Field of study Engineering Management - Part-time studies -	Profile of study (general academic, practical) general academic	Year /Semester 2 / 3
Elective path/specialty Marketing and Company Resources	Subject offered in: Polish	Course (compulsory, elective) elective
Cycle of study: Second-cycle studies	Form of study (full-time, part-time) part-time	
No. of hours Lecture: 10 Classes: - Laboratory: - Project/seminars: -		No. of credits 2
Status of the course in the study program (Basic, major, other) other		(university-wide, from another field) university-wide
Education areas and fields of science and art		ECTS distribution (number and %)
Responsible for subject / lecturer: dr hab. Olgierd Lissowski email: Olgierd.Lissowski@put.poznan.pl tel. 61-665-33-94 Faculty of Engineering Management ul. Strzelecka 11 60-965 Poznań		Responsible for subject / lecturer: dr Paulina Kubera email: Paulina.Kubera@put.poznan.pl tel. 61-665-33-91 Faculty of Engineering Management ul. Strzelecka 11 60-965 Poznań
Prerequisites in terms of knowledge, skills and social competencies:		
1	Knowledge	Knowledge of law, organisation and corporate management at the level of first-cycle studies completion in the field of management.
2	Skills	Ability to understand legal language and to search for the literature of the subject and necessary documents.
3	Social competencies	Understanding the significance of legal and organisational issues of concluding and performing foreign trade transactions.
Assumptions and objectives of the course: -To provide students with the knowledge on selected issues concerning legal and organisational aspects of concluding and performing foreign trade transactions.		
Study outcomes and reference to the educational results for a field of study		
Knowledge:		
1. Student has basic knowledge on the legal framework of foreign trade transactions. - [W01, W12]		
2. Student has basic knowledge on concluding and the structure of selected types of foreign trade transactions. - [W05, W15]		
3. Student has basic knowledge on performing selected types of foreign trade transactions. - [W09, W18]		
Skills:		
1. Student can define key legal and factual conditions of foreign trade transactions. - [U01, U02]		
2. Student can identify and formulate the essential elements of the transaction cycle. - [U03, U07]		
3. Student can assess the key clauses in the selected types of foreign trade transactions. - [U05, U06]		
Social competencies:		
1. Student understands the distinctiveness of foreign trade transactions and national transactions. - [K01, K02]		
2. Student is able to work in teams conducting operations in international trade. - [K05, K06]		
3. Student understands, in general, the forms and the language of international business communication. - [K03]		
4. Student can plan and manage business ventures. - [K07]		
Assessment methods of study outcomes		

<p>-Formative assessment: discussions summing up specific lectures providing the opportunity for a student to understand the topic.</p> <p>Summative assessment: a written test.</p>		
Course description		
<p>-Lectures (a monographic lecture with conversational elements.</p> <p>Foreign trade theories. Institutional and legal framework for foreign trade transactions - international regulations and terms of sale and delivery. WTO. Elements of the transactional cycle. Selected trade policy tools. Foreign trade contracts. Types and structures. Trade documents. Payments, settlements in foreign trade. Insurance for international trade. International public procurement. international processes and investment contracts. Disputes settlement. International arbitration.</p>		
<p>Basic bibliography:</p> <ol style="list-style-type: none"> 1. Stępień B.(red.) Handel zagraniczny. Poradnik dla praktyków. PWE W-wa 2015 2. Rymarczyk J. (red.) Handel zagraniczny. Organizacja i technika. PWE, W-wa 2017 3. Marciniak-Neider D. Rozliczenia międzynarodowe. PWE, W-wa 2011 4. Lissowski O. Kubera P. Przedsiębiorstwo w obrocie międzynarodowym. Materiały pomocnicze do studiowania przedmiotu. Wyd. Politechniki Poznańskiej 2010 		
<p>Additional bibliography:</p> <ol style="list-style-type: none"> 1. ASIL Guide to Electronic Resources for International Law http://www.asil.org/erghome.cfm 2. WTO/GATT and International Trade Law http://guides.library.ubc.ca/wto 3. Electronic Information System for International Law (EISIL) http://www.eisil.org/ 4. Eye on International Business Law (Center for Transnational Law) http://www.laweye.de/ 5. Institute of International Commercial Law http://www.cisg.law.pace.edu/ 6. International Legal Research http://www.llrx.com/category/857 7. Lex Mercatoria (Hosted by the Law Faculty at the University of Oslo, http://www.jus.uio.no/lm) 8. Revised Guide to International Trade Law Sources on the Internet Georgetown University) http://www.llrx.com/features/trade3.htm 9. NAFTA Research (NYU) http://www.law.nyu.edu/library/research/researchguides/naftaresearch/index.htm 10. United Nations Treaty Collection http://resources.library.ubc.ca/728/ 11. Documents Online Database (WTO) http://www.wto.org/english/docs_e/docs_e.htm 		
Result of average student's workload		
Activity	Time (working hours)	
1. Lectures	15	
2. consultation	10	
3. preparation for the test	20	
4. test and discussion of results.	5	
Student's workload		
Source of workload	hours	ECTS
Total workload	50	2
Contact hours	30	1
Practical activities	0	0