

<b>STUDY MODULE DESCRIPTION FORM</b>		
Name of the module/subject <b>Foreign trade transactions</b>		Code <b>1011102331011185035</b>
Field of study <b>Engineering Management - Full-time studies -</b>	Profile of study (general academic, practical) <b>general academic</b>	Year /Semester <b>2 / 3</b>
Elective path/specialty <b>Marketing and Company Resources</b>	Subject offered in: <b>Polish</b>	Course (compulsory, elective) <b>elective</b>
Cycle of study: <b>Second-cycle studies</b>	Form of study (full-time, part-time) <b>full-time</b>	
No. of hours Lecture: <b>15</b> Classes: <b>-</b> Laboratory: <b>-</b> Project/seminars: <b>-</b>		No. of credits <b>2</b>
Status of the course in the study program (Basic, major, other) <b>other</b>		(university-wide, from another field) <b>university-wide</b>
Education areas and fields of science and art <b>social sciences</b>		ECTS distribution (number and %) <b>2 100%</b>
<b>Responsible for subject / lecturer:</b> 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		<b>Responsible for subject / lecturer:</b> dr Paulina Kubera email: Paulina.Kubera@put.poznan.pl tel. 61-665-33-91 Faculty of Engineering Management ul. Strzelecka 11 60-965 Poznań
<b>Prerequisites in terms of knowledge, skills and social competencies:</b>		
1	<b>Knowledge</b>	Knowledge of law, organisation and corporate management at the level of first-cycle studies completion in the field of management.
2	<b>Skills</b>	Ability to understand legal language and to search for the literature of the subject and necessary documents.
3	<b>Social competencies</b>	Understanding the significance of legal and organisational issues of concluding and performing foreign trade transactions.
<b>Assumptions and objectives of the course:</b> -To provide students with the knowledge on selected issues concerning legal and organisational aspects of concluding and performing foreign trade transactions.		
<b>Study outcomes and reference to the educational results for a field of study</b>		
<b>Knowledge:</b>		
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]		
<b>Skills:</b>		
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]		
<b>Social competencies:</b>		
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]		
<b>Assessment methods of study outcomes</b>		

-Formative assessment: discussions summing up specific lectures providing the opportunity for a student to understand the topic.		
Summative assessment: a written test.		
<b>Course description</b>		
-Lectures ( a monographic lecture with conversational elements.		
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.		
<b>Basic bibliography:</b>		
1. Projekty europejskie - materiały pomocnicze do studiowania przedmiotu, P.Kubera, 2011, Wydawnictwo Politechniki Poznańskiej		
2. Zarządzanie projektem europejskim, M.Trocki, B.Grucza , Polskie Wydawnictwo Ekonomiczne, Warszawa, 2007		
3. Zarządzanie projektem europejskim. M.Trocki, PWE 2015		
<b>Additional bibliography:</b>		
1. Prawo zarządzania projektami finansowanymi z funduszy europejskich, Perkowski M., Dziurbejko T., Oficyna, Warszawa, 2008		
2. Zarządzanie projektami współfinansowanymi z funduszy publicznych, Szwabe M, Oficyna, Kraków, 2008		
3. Przewodnik metodyczny Zarządzanie cyklem projektu, Warszawa, 2007		
4. Pomoc publiczna dla małych i średnich przedsiębiorstw, P. Marquardt , LexisNexis, Warszawa, 2007		
<b>Result of average student's workload</b>		
<b>Activity</b>	<b>Time (working hours)</b>	
1. Lectures	15	
2. consultation	10	
3. preparation for the test	20	
4. test and discussion of results.	5	
<b>Student's workload</b>		
<b>Source of workload</b>	<b>hours</b>	<b>ECTS</b>
Total workload	50	2
Contact hours	30	1
Practical activities	0	0