

<b>STUDY MODULE DESCRIPTION FORM</b>		
Name of the module/subject <b>Transportation business</b>		Code <b>1010612321010617934</b>
Field of study <b>Transport</b>	Profile of study (general academic, practical) <b>(brak)</b>	Year /Semester <b>1 / 2</b>
Elective path/specialty <b>Logistics of Transport</b>	Subject offered in: <b>Polish</b>	Course (compulsory, elective) <b>obligatory</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>1</b> Classes: <b>-</b> Laboratory: <b>-</b> Project/seminars: <b>-</b>		No. of credits <b>1</b>
Status of the course in the study program (Basic, major, other) <b>(brak)</b>		(university-wide, from another field) <b>(brak)</b>
Education areas and fields of science and art		ECTS distribution (number and %)
<b>Responsible for subject / lecturer:</b>  dr inż. Paweł Zmuda-Trzebiatowski email: pawel.zmuda-trzebiatowski@put.poznan.pl tel. 616652716 Faculty of Transport Engineering ul. Piotrowo 3 60-965 Poznań		
<b>Prerequisites in terms of knowledge, skills and social competencies:</b>		
1	<b>Knowledge</b>	The student has a basic knowledge of the principles of the transport company
2	<b>Skills</b>	The student is able to integrate the information obtained, make their interpretation, draw conclusions, formulate and justify opinions, has the ability to see, associate and interpret phenomena occurring in the management of organizations
3	<b>Social competencies</b>	The student is aware of the importance and understands the non-technical aspects and effects of transport activities; the student is able to cooperate in a group
<b>Assumptions and objectives of the course:</b> transfer of knowledge about running a transport activity; equip students with knowledge and skills that allow them to use and develop economic activity in the transport and logistics sector		
<b>Study outcomes and reference to the educational results for a field of study</b>		
<b>Knowledge:</b>		
1. knows the economic, legal and other conditions of transport companies - [T2A_W08] 2. has basic knowledge of management / running a business and individual entrepreneurship - [T2A_W09]		
<b>Skills:</b>		
1. can prepare and present a scientific paper in Polish and English, presenting the results of scientific research or oral presentation on specific issues in the field of transport engineering - [T2A_U13] 2. can acquire information from literature, databases and other sources (in Polish and English), integrate them, make their interpretation and critical evaluation, draw conclusions and formulate and fully justify opinions - [T2A_U01] 3. can interact in a team, taking on different roles in it - [T2A_U15]		
<b>Social competencies:</b>		
1. understands that in the field of transport engineering, knowledge and skills quickly become obsolete - [T2A_K01] 2. is aware of the need to develop professional achievements and comply with the rules of professional ethics - [T2A_K04]		
<b>Assessment methods of study outcomes</b>		
Preparation and presentation of a presentation devoted to a selected problem related to the conduct of transport activities, such as theft of loads or fuel from trucks and ways to prevent them.		
<b>Course description</b>		

<p>1. Transport for own needs, including the required transport documentation in this kind of transport.</p> <p>2. Transport insurance.</p> <p>3. Leadership in the organization. Understanding the essence of group work, regardless of individual predispositions and individual abilities. Analysis of typical behaviors and roles in the group. Indication of the influence of the leader (people with leadership traits) on the group's activity. Making an individual assessment in terms of your leadership qualities. Psychological test.</p> <p>4. The art of negotiation. The essence and purpose of conducting negotiations. Basic forms of conducting negotiations; the essential stages preceding the negotiations, characteristics and analysis of various scenarios of the course of negotiations, a summary and conclusions from the conducted negotiations. Practical use of knowledge - negotiation - case study.</p> <p>5. Professional presentations. The basic elements of professional presentations; preparation of the presentation, its implementation and conclusions. Practical use of knowledge - conducting professional presentations. The essence of the CV and cover letter. Interview.</p> <p>6. Manager game. Practical check of entrepreneurship - managerial game</p>		
<p><b>Basic bibliography:</b></p>		
<p><b>Additional bibliography:</b></p> <p>1. Skonieczna M.: Zarządzanie ryzykiem w transporcie ? czy wiesz, jak to robić, by sprawniej prowadzić firmę. Wyd. Wiedza i Praktyka, 2017</p> <p>2. Kowalski B.: Karty paliwowe to wygoda, oszczędność i bezpieczeństwo w twojej firmie. Wyd. Wiedza i Praktyka, 2016</p> <p>3. Kowalski B.: Aerodynamiczne oszczędzanie w ciężarówkach ? zobacz, w co warto się wyposażyc. Wyd. Wiedza i Praktyka, 2016</p> <p>4. Czajkowska-Matosiuk K.: Kradzież paliwa przez kierowców ? jak się przed tym bronić. Wyd. Wiedza i Praktyka, 2016</p> <p>5. Skonieczna M.: Kradzieże ładunków z ciężarówek ? jak się przed tym bronić. Wyd. Wiedza i Praktyka, 2016</p> <p>6. Lotz D.: Pozyskiwanie zleceniodawców ? jak ich skutecznie sprawdzic i zapobiec oszustwom. Wyd. Wiedza i Praktyka, 2016</p> <p>7. Kowalski B.: Finansowanie nabycia ciężarówki ? na co się zdecydować. Wyd. Wiedza i Praktyka, 2016</p> <p>8. Bąkowski W., Redmer A.: Formy pozyskiwania pojazdów samochodowych. Logistyka 5/2012, s. 74-77</p> <p>9. Bąkowski W., Redmer A.: Analiza i ocena porównawcza form pozyskiwania pojazdów na przykładzie zestawu drogowego. Logistyka 6/2012, s. 79-83</p>		
<p><b>Result of average student's workload</b></p>		
<p><b>Activity</b></p>		<p><b>Time (working hours)</b></p>
1. Participation in classes (according to plan)		9
2. Preparation to exam		21
<p><b>Student's workload</b></p>		
<p><b>Source of workload</b></p>	<p><b>hours</b></p>	<p><b>ECTS</b></p>
Total workload	30	1
Contact hours	15	0
Practical activities	0	0