



## COURSE DESCRIPTION CARD - SYLLABUS

Course name

Transportation business

### Course

Field of study

Year/Semester

Transport

1/2

Area of study (specialization)

Profile of study

Logistics of Transport

general academic

Level of study

Course offered in

Second-cycle studies

polish

Form of study

Requirements

full-time

elective

### Number of hours

Lecture

Laboratory classes

Other (e.g. online)

15

0

0

Tutorials

Projects/seminars

0

0

### Number of credit points

1

### Lecturers

Responsible for the course/lecturer:

Responsible for the course/lecturer:

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### Prerequisites

Knowledge: The student has a basic knowledge of the principles of the transport company

Skills: 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

Social competencies: 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

### Course objective

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

### Course-related learning outcomes

Knowledge



1. knows the economic, legal and other conditions of transport companies
2. has basic knowledge of management / running a business and individual entrepreneurship

#### Skills

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
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
3. can interact in a team, taking on different roles in it

#### Social competences

1. understands that in the field of transport engineering, knowledge and skills quickly become obsolete
2. is aware of the need to develop professional achievements and comply with the rules of professional ethics

#### Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

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.

#### Programme content

1. Transport for own needs, including the required transport documentation in this kind of transport.
2. Transport insurance.
3. Leadership in the organization. Understanding the 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.
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.
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.
6. Manager game. Practical check of entrepreneurship - managerial game

#### Teaching methods

Lecturing, demonstrating, collaborating

#### Bibliography



Basic

Additional

1. Skonieczna M.: Zarządzanie ryzykiem w transporcie – czy wiesz, jak to robić, by sprawniej prowadzić firmę. Wyd. Wiedza i Praktyka, 2017
2. Kowalski B.: Karty paliwowe to wygoda, oszczędność i bezpieczeństwo w twojej firmie. Wyd. Wiedza i Praktyka, 2016
3. Kowalski B.: Aerodynamiczne oszczędzanie w ciężarówkach – zobacz, w co warto się wyposażyć. Wyd. Wiedza i Praktyka, 2016
4. Czajkowska-Matosiuk K.: Kradzież paliwa przez kierowców – jak się przed tym bronić. Wyd. Wiedza i Praktyka, 2016
5. Skonieczna M.: Kradzieże ładunków z ciężarówek – jak się przed tym bronić. Wyd. Wiedza i Praktyka, 2016
6. Lotz D.: Pozyskiwanie zleceniodawców – jak ich skutecznie sprawdzić i zapobiec oszustwom. Wyd. Wiedza i Praktyka, 2016
7. Kowalski B.: Finansowanie nabycia ciężarówki – na co się zdecydować. Wyd. Wiedza i Praktyka, 2016
8. Bąkowski W., Redmer A.: Formy pozyskiwania pojazdów samochodowych. Logistyka 5/2012, s. 74-77
9. Bąkowski W., Redmer A.: Analiza i ocena porównawcza form pozyskiwania pojazdów na przykładzie zestawu drogowego. Logistyka 6/2012, s. 79-83

**Breakdown of average student's workload**

	Hours	ECTS
Total workload	30	1,0
Classes requiring direct contact with the teacher	15	0,5
Student's own work (preparation for tests/exam) <sup>1</sup>	15	0,5

<sup>1</sup> delete or add other activities as appropriate