



COURSE DESCRIPTION CARD - SYLLABUS

Course name

Alternative Financing Sources [N2IZarz1-ZZiPP>AZFP]

Course

Field of study

Engineering Management

Year/Semester

2/3

Area of study (specialization)

Enterprise Resource and Process Management

Profile of study

general academic

Level of study

second-cycle

Course offered in

Polish

Form of study

part-time

Requirements

compulsory

Number of hours

Lecture

0

Laboratory classes

0

Other

0

Tutorials

8

Projects/seminars

0

Number of credit points

1,00

Coordinators

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Lecturers

Prerequisites

1. The student knows the basic concepts of finance and the financial market. Has general knowledge about the functioning of the economy, its management and existing financial markets. Student is familiar with the scope of money and financial market structures. 2. The student has the skills to perceive, associate and interpret phenomena occurring in the economy. Has the ability to perform calculations in the field of mathematical analysis. 3. The student is able to form independent assessments in the field of socio-economic policy, as well as argue his position and defend his opinions. Should show willingness to cooperate in a team and effectively search for information on the Internet.

Course objective

The Student understand the basic mechanisms of the functioning of the financial system in the national economy and their impact on financial decisions taken by individual business entities. Developing students' skills in selecting various financial market instruments in the area of obtaining an effective source of financing. The ability to see financial solutions outside the money market. The ability to classify capital market instruments. The ability to select alternative sources of financing, supporting the financial liquidity of enterprises to the size and needs of the enterprise.

Course-related learning outcomes

Knowledge:

The student characterizes advanced methods of modeling information and decision-making processes in the context of alternative sources of corporate financing [P7S_WG_02].

The student describes the structural and organizational conditions affecting the selection and management of alternative sources of financing [P7S_WG_05].

The student identifies financial linkages in network organizations, including their impact on corporate financing [P7S_WG_06].

The student explains the nature of management science in the context of alternative financing [P7S_WG_08].

Skills:

The student critically analyzes financial processes and their impact on enterprise strategies [P7S_UW_01].

The student forecasts the economic impact of various alternative sources of finance and models their impact on the enterprise [P7S_UW_02].

The student formulates financial strategies based on alternative sources of capital [P7S_UW_04].

The student analyzes and formulates hypotheses on the use of alternative sources of financing [P7S_UW_07].

Social competences:

The student integrates interdisciplinary knowledge, forming teams to manage finances and solve financing problems [P7S_KK_01].

The student identifies and evaluates cause-and-effect relationships in financing and makes strategic financial choices [P7S_KK_02].

The student plans and manages financial projects using alternative sources of capital [P7S_KO_03].

Methods for verifying learning outcomes and assessment criteria

Learning outcomes presented above are verified as follows:

Formative assessment: current activity in the classroom and participation in the discussion; tests consisting of 5-10 questions also at eKursy platform; written works based on given books, articles or films; preparing and delivering a presentation on the topic: alternative financial instruments; comparing market offers on a given topic and delivering it during the course; cas-study tasks; tests.

Summative assessment: the arithmetic average of the forming grades with the rounding conditions provided and placed on the eCourses course platform and the final test - no possibility of obtaining a credit without writing the final test with a positive mark (min. 50% of points)

Programme content

The curriculum content includes the correct verification and definition of the structure of the financial market in Poland and individual financial market participants, taking into account the legal status of the company in accessing alternative sources of financing and the criteria for dividing capital in the company: source of origin, ownership, time of disposal, purpose of financing and source of financing

Course topics

1. The role and importance of the market economy for financing processes
2. Short-term alternative sources of corporate finance - factoring, reverse factoring, derivatives, short-term debt securities
3. Short-term alternative sources of corporate finance - trade finance products
4. long-term alternative sources of corporate finance - mezzanine capital, securitisation, franchising, crowdfunding
5. long-term alternative sources of financing for companies - shares, bonds, IPOs on the WSE - main market and alternative trading platforms (NewConnect and BondSpot)
6. long-term alternative sources of financing for enterprises - Private Equity Funds and Business Angels

Teaching methods

I. FEEDING: 1. Informative lecture 2. Problem lecture 3. Conversational lecture 4. Talking 5. 5. Working with a book 6. Lecture, reading

II. PRACTICAL - PROBLEM: 1. Brainstorming 2. Panel discussion 3. Problem lecture 4. Business stories

5. Case study

III. PRACTICAL - ACTIVATING: 1. Case Study 2. Managerial training 3. Business stories

IV. PRACTICAL - EXCELLENT: 1. Demonstration 2. Business stories 3. Using a computer, e-learning platform and mobile applications

Bibliography

Basic:

1. Małecka, J. (2021). Alternatywne źródła finansowania w zarządzaniu finansami mikro, małych i średnich przedsiębiorstw - Cechy przedsiębiorcy a wybór źródeł finansowania. Poznań: PTE.
2. Małecka, J. (2020). Instrumenty rynku kapitałowego w zarządzaniu finansami mikro, małych i średnich przedsiębiorstw - Cechy przedsiębiorstwa a wybór źródeł finansowania. Poznań: PTE
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5. Grzywacz, J. (2005). Venture Capital a potrzeby kapitałowe małych i średnich przedsiębiorstw. Warszawa: SGH.

Additional:

1. Podstawka, M. (2017). Finanse, Instytucje, Instrumenty, Podmioty, Rynki, Regulacje. PWN.
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http://www.wzieu.pl/zn/848/ZN_848.pdf
3. Okręglińska M. (2004): Aspekty prawne, organizacyjne i ekonomiczne leasingu. Warszawa: Difin.
4. Tamowicz P., Rot P. (2002): Fundusze venture capital w Polsce - informator. Warszawa: PARP, dostęp on-line: https://www.parp.gov.pl/storage/publications/pdf/2002_venture_fundusz_pl.pdf
5. Europejski Etyczny Kodeks Franchisingu. (1990). Europejska Federacja Franchisingu, dostęp on-line: <http://www.franchising.info.pl>.
6. Małecka, J. (2018). Alternative Sources of Financing for SMEs in Poland in the Light of Empirical Research. Proceedings, Volume 2, EFERIC 2018. The 2nd Entrepreneurship and Family Enterprise Research International Conference. <https://doi.org/10.3390/proceedings2241521>
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<http://doi.org/10.3846/cbme.2017.072>
8. Małecka, J. (2017). Regulation of the Warsaw Stock Exchange: History and Operating Rules. Journal of Economics World, Vol. 5, No. 1, 34-43, <http://dx.doi.org/10.17265/2328-7144/2017.01.004>
9. Małecka, J. (2017). NewConnect as a Source of Financing form Small and Medium-Sized Enterprises. Proceedings Paper IMECS 2017, pp.: 540-552. Praha: Vysoka Skola Ekonomicka & Praze.
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Breakdown of average student's workload

	Hours	ECTS
Total workload	25	1,00
Classes requiring direct contact with the teacher	10	0,50
Student's own work (literature studies, preparation for laboratory classes/ tutorials, preparation for tests/exam, project preparation)	15	0,50