

## ITEM CARD (SYLLABUS)

### Description of the course

Code course		Course name	International trade in practice	
IBF/O/I/NS/B2.35a			Handel zagraniczny w praktyce	
Language		English		
Academic Year		2024/2025		
Direction of study		International Business and Finance		
Level of education (study)		Level 1		
Profile of education (study)		General academic		
Form of study		Extramural		
Semester / semesters		6		
Belonging to a course groups		B2-Elective courses specific to the field of study		
Course status		Elective		
Form of classes, hours, ECTS points		Form of classes	Number of hours	Number of ECTS points
		Lecture	10 [h]	4 ECTS
		Exercises	15[h]	
Relationship of subject	with profile of education (study)	Related to conducted scientific activity in the field of economics and finance		1 ECTS
	with qualifications	-----		ECTS
	with discipline	Economics and finance		4 ECTS
Form of teaching		traditional - classes organized at the University		
The criterion for the selection of students		All students of International Business and Finance		
Unit running course		Department of International Business and Finance		
Coordinator		Dr Izabela Młynarzewska-Borowiec		
Faculty www address		http://weif.uniwersytetradom.pl		
E-mail, phone number of coordinator		i.mlynarzewska@uthrad.pl, 48 361 74 92		

### COURSE OUTCOMES, METHODS OF TEACHING AND VERIFICATION OF THE EFFECTS OF EDUCATION

Purpose of the course:	The aim of the course is to familiarize students with the trends in international trade, its forms, participants, forms of financing as well as current problems of international trade policy.
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Course teaching content:	<p>The course content is related to conducted scientific research.</p> <p><b>Lecture content:</b></p> <ol style="list-style-type: none"> <li>1. <i>International trade in goods and services in global economy- determinants, impact on national economy, major trends (2h, W1, BN)</i></li> <li>2. <i>International trade in goods and services- statistical data sources, international trade classifications (1h, W2)</i></li> <li>3. <i>International trade data analysis- methods, indicators, interpretation(1h, W2, BN)</i></li> <li>4. <i>Forms of international trade- indirect and direct trade, licensing, franchising, joint ventures, strategic alliances, FDI (2h, W1)</i></li> <li>5. <i>Countertrade- forms, advantages and disadvantages (1,5h, W1)</i></li> <li>6. <i>Foreign trade financing- commercial and bank credits, export factoring, eurocredits (1,5h, W1, BN)</i></li> <li>7. <i>Written test (1h)</i></li> </ol> <p><b>Exercise content:</b></p> <ol style="list-style-type: none"> <li>1. <i>International trade in goods and services- analysis for selected countries and groups (7h, U2, K1, BN)</i></li> <li>2. <i>Presentations of conclusions from the conducted analysis (2h, U2, K1)</i></li> <li>3. <i>Selected issues of international trade (6h, U1, K1)</i> <ol style="list-style-type: none"> <li>a) <i>The role of transnational corporations in international trade</i></li> <li>b) <i>International institutions and organisations in the world trade system</i></li> <li>c) <i>International and regional agreements (regional integration groups) and international trade</i></li> <li>d) <i>Strategic trade policy</i></li> <li>e) <i>Foreign trade policy- pro-export policy, anty-import policy</i></li> <li>f) <i>Enterprise on international markets- internalization of a company, marketing on international markets</i></li> </ol> </li> </ol>
	<p><b>Method of teaching:</b></p> <p><i>Instructional methods (lecture including multimedia techniques )</i>  <i>Practical methods (projects)</i></p>
Grading criteria, criteria for assessing learning outcomes, method of calculating the final grade:	<p><i>The condition for passing the course is achieving all the required learning outcomes specified for the course.</i></p> <p><i>Lectures: written test</i>  <i>Exercises final grade is determined by the following: essay (35%), performed project (55%), participation in discussion (10%)</i></p>

Education effects for the course in relation to the direction effects and form of classes				Verification methods of learning outcomes (form check)	
Number of education effect	Description effects of education for the subject (PEU) Student who has completed the course (W) knows and understands/(U) is able to /(K) is ready to:	Directional learning effect (KEU)	Form of realization of teaching	Examination form	Form check
W1	<i>defines basic terms in the field of international trade, trade policy, knows the forms, participants and financing methods of foreign trade</i>	K_W03 K_W06	lecture	Pass with a grade	Written test
W2	<i>knows the methods and indicators used in trade data analysis</i>	K_W04	lecture	Pass with a grade	Written test
U1	<i>is able to discuss the selected problem in international trade, is able to prepare a paper and present it during classes</i>	K_U04 K_U08	exercises	Pass with a grade	Evaluation of performed essay
U2	<i>is able to investigate trade relations between selected countries</i>	K_U07	exercises	Pass with a grade	Evaluation of performed project
K1	<i>is aware of practical nature of the discussed problems and is aware of the need to keep track of them on a regular basis</i>	K_K01	exercises	Pass with a grade	Discussion

Recommended reading, literature supplement, teaching aids
<b>Basic literature:</b> <ul style="list-style-type: none"> <li>• A. Fornalska-Skurczynska, M. Skurczynski (eds.), <i>Introduction to International Trade</i>, Gdansk University Press 2016</li> <li>• C. Hill, <i>International Business: Competing in the Global Marketplace</i>, 14th Edition, McGraw Hill, 2023</li> </ul> <b>Supplementary literature:</b> <ul style="list-style-type: none"> <li>• B.Seyoum, <i>Export-Import Theory, Practices and Procedures</i>, Routledge, New-York- London 2009</li> <li>• World Bank, <i>A GUIDE TO TRADE DATA ANALYSIS</i>,  <a href="http://wits.worldbank.org/WITS/docs/snapshot%20brochure_sep%202010.pdf">http://wits.worldbank.org/WITS/docs/snapshot%20brochure_sep%202010.pdf</a></li> <li>• M.A Carpenter, S.P Dunung, <i>International Business</i>, Saylor Foundation, 2011;  <a href="https://resources.saylor.org/wwwresources/archived/site/textbooks/International%20Business.pdf">https://resources.saylor.org/wwwresources/archived/site/textbooks/International%20Business.pdf</a></li> <li>• I. Młynarzewska, <i>The Theory of Customs Union: Trade Diversion and Welfare (Teoria unii celnej: Przesunięcie handlu a dobrobyt)</i>, w: J. Misala (red.), <i>Teoretyczne podstawy regionalnej integracji gospodarczej. Wybrane teksty (tłumaczenie tekstu R.J. Lipsey'a)</i>, Wydawnictwo Politechniki Radomskiej, Radom 2004.</li> </ul> <p><i>A detailed list of additional literature, web sources and teaching aids will be provided by a teacher during the first class</i></p>

Student workload needed to achieve the assumed learning outcomes - balance of ECTS points			
Participation in classes, activities	Student's working hours [h]		
	Other hours. Contact (IGK)	Classes without a teacher – student's own work (ZBN)	Classes
Participation in Lecture	X	X	10[h]
Participation in Exercises/Laboratories	X	X	15[h]
Participation in the Consultation	5[h]	X	X
Preparing to lectures/ exercises/seminars Preparation for an examination	X	70[h]	X
Summary of student's workload	5[h]/ 0,2ECTS	70 [h]/ 2,8 ECTS	25[h]/1ECTS
Points of ECTS for subject	100[h] / 4ECTS		

Additional information and remarks
<p>For students with special needs, including those with disabilities and chronic illnesses, the methods and forms of verifying learning outcomes specified above (in the course syllabus) are appropriately adjusted to meet the individual needs of these students.</p> <p>"The detailed rules and rights of students with special needs, including those with disabilities and chronic illnesses, regarding participation, assessment, and examinations, are specified in the Study Regulations, Study Rules, and Procedures for Ensuring Accessibility of the Educational Process for Students with Special Needs, including those with disabilities and chronic illnesses."</p>