



Subject card

Subject name and code	INTERNATIONAL MARKETING, PG_00037868						
Field of study	Management						
Date of commencement of studies	October 2022		Academic year of realisation of subject		2022/2023		
Education level	second-cycle studies		Subject group		Obligatory subject group in the field of study Subject group related to scientific research in the field of study		
Mode of study	Full-time studies		Mode of delivery		at the university		
Year of study	1		Language of instruction		English		
Semester of study	2		ECTS credits		3.0		
Learning profile	general academic profile		Assessment form		exam		
Conducting unit	Department of Marketing -> Faculty of Management and Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Edyta Gołąb-Andrzejak				
	Teachers		mgr inż. Agnieszka Kozłowska dr hab. Edyta Gołąb-Andrzejak				
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	15.0	0.0	0.0	0.0	45
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	45		5.0		25.0	75
Subject objectives	To familiarize students with the specificity of marketing activities undertaken in companies operating on the international markets						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K7_W05] has a broadened knowledge of the creation and functioning of relations between organisations and their environment, including the principles, forms of competition and cooperation, taking into account local, regional, international and global aspects		Student understands the selection of foreign partners and international markets and to establish partnerships with them, taking into account technical, market, legal, social and cultural conditions		[SW2] Assessment of knowledge contained in presentation		
	[K7_W04] knows and understands the principles of building relations between organisations, including the strategy of achieving competitive advantage, taking into account public and social sector organisations and non-profit organisations		Student knows the specificity of marketing activities undertaken in the company of international scope		[SW1] Assessment of factual knowledge		
	[K7_U05] selects appropriate methods and tools to describe and analyse the problems and areas of activity of the organization and its environment and assess their usefulness and effectiveness, with particular emphasis on their application in government, local government and non-profit organizations		Student can choose the appropriate methods of entry, presence and expansion in foreign and international markets and assess the actions taken by the selected entity acting on foreign markets		[SU3] Assessment of ability to use knowledge gained from the subject		

Subject contents	<div>1. Role of international marketing</div> <div>2. Globalization and internationalization of enterprises</div> <div>3. Analysis of the international environment</div> <div>4. Market research of foreign markets</div> <div>5. Segmentation on foreign markets</div> <div>6. Entry strategies for foreign markets</div> <div>7. Strategies of presence for foreign markets</div> <div>8. International product strategies</div> <div>9. Pricing policy in international exchange</div> <div>10. Logistics and distribution on foreign markets</div> <div>11. Promotion on the international market</div> <div>12. Internet in International Marketing and Digital Marketing</div> <div>13. International marketing planning</div> <div>14. Euromarketing</div> <div>15. Amazon.com case study</div>		
Prerequisites and co-requisites	Basics of Marketing		
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	written exam	60.0%	51.0%
	exercise report - PowerPoint presentation	60.0%	49.0%
Recommended reading	Basic literature	1. Baack D.W., Czarnecka B., Baack D. (2018), <i>International Marketing</i> , SAGE	
	Supplementary literature	1. Cateora P., Gilly M., Graham J. (2019), <i>International Marketing</i> , McGraw-Hill Education - Europe	
		2. Czinkota M.R., Ronkainen I.A. (2011), <i>International Marketing</i> , Cengage	
	eResources addresses	Adresy na platformie eNauczanie: INTERNATIONAL MARKETING 2022/2023 IM, sem. 2 - summer - Moodle ID: 25173 https://enauczanie.pg.edu.pl/moodle/course/view.php?id=25173	
Example issues/ example questions/ tasks being completed	<div>Characterise the specificity of analyses of the international environment.</div> <div>What types of export strategies may company use?</div> <div>How does the process of market segmentation in International marketing look like? Please characterise all steps of this process.</div> <div>Discuss the strategies of communication with the foreign market on the basis of cultural environment analyses.</div> <div>Compare the adaptation and the standardisation strategies.</div>		
Work placement	Not applicable		