



Subject card

Subject name and code	INTERNATIONAL MARKETING, PG_00067082						
Field of study	Economic Analytics						
Date of commencement of studies	October 2024	Academic year of realisation of subject			2026/2027		
Education level	first-cycle studies	Subject group			Optional subject group Subject group related to scientific research in the field of study		
Mode of study	Part-time studies (on-line)	Mode of delivery			at the university		
Year of study	3	Language of instruction			Polish		
Semester of study	5	ECTS credits			2.0		
Learning profile	general academic profile	Assessment form			assessment		
Conducting unit	Department of Marketing -> Faculty of Management and Economics						
Name and surname of lecturer (lecturers)	Subject supervisor		dr hab. Edyta Gołąb-Andrzejak				
	Teachers						
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	16.0	0.0	0.0	0.0	16
	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	16		5.0		29.0	50
Subject objectives	Describes the issues of international marketing						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K6_U06] Acquires new specialized knowledge related to the field of economic analytics by planning a personal lifelong learning strategy		acquires new knowledge in the field of international marketing		[SU3] Assessment of ability to use knowledge gained from the subject		
	[K6_K03] Critically evaluates their own knowledge necessary to solve cognitive and practical problems, supplementing gaps with input from external experts.		demonstrates a critical approach to the selection of reliable sources of obtaining information required to analyze the issues of international marketing		[SK5] Assessment of ability to solve problems that arise in practice		
Subject contents	<p>The role of international marketing            Globalization and internationalization of enterprises            Analysis of the international environment Marketing research of foreign markets            Segmentation on foreign markets            Strategies for entering foreign markets            Principles of operation of an international enterprise International product strategies            Price policy in international trade Logistics and distribution on foreign markets            Promotion on the international market            Internet in international marketing and digital marketing International Marketing Planning            Euromarketing            Amazon.com case study</p>						
Prerequisites and co-requisites	Basics of marketing						
Assessment methods and criteria	Subject passing criteria		Passing threshold		Percentage of the final grade		
	Case studies		60.0%		80.0%		
	Activity		0.0%		20.0%		
Recommended reading	Basic literature		<p>Fonfara, K. (red.) (2021). Marketing międzynarodowy. Współczesne trendy i praktyka. Warszawa: Wydawnictwo Naukowe PWN.            Duliniec, E. (2009). Marketing międzynarodowy. Warszawa: Polskie Wydawnictwo Ekonomiczne.</p>				

	Supplementary literature	Grzesiuk, A. (2019). Marketing międzynarodowy. Warszawa: CeDeWu. Wiktor, J.W., Oczkowska, R., Żbikowska, A. (2008). Marketing międzynarodowy Zarys problematyki. Warszawa: PWE.
	eResources addresses	Adresy na platformie eNauczanie:
Example issues/ example questions/ tasks being completed	<p>Characterize the specificity of the analysis of the international environment.</p> <p>What types of export strategy can the enterprise employ?</p> <p>What is the segmentation process in international marketing?</p> <p>Characterize all the steps in the process.</p> <p>Discuss communication strategies in international markets based on the analysis of the cultural environment.</p> <p>Compare the strategy of adaptation and standardization.</p>	
Work placement	Not applicable	

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