



## Subject card

Subject name and code	INTERNATIONAL MARKETING, PG_00067194						
Field of study	Economics						
Date of commencement of studies	October 2022	Academic year of realisation of subject			2024/2025		
Education level	first-cycle studies	Subject group			Optional subject group 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	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	dr hab. Edyta Gołąb-Andrzejak					
Lesson types and methods of instruction	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	0.0	30.0	0.0	0.0	0.0	30
	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	30	5.0		15.0	50	
Subject objectives	Describes the issues of international marketing						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K6_U06] acquires new knowledge by planning lifelong learning strategies.		acquires new knowledge in the field of international marketing		[SU3] Assessment of ability to use knowledge gained from the subject		
	[K6_K03] exhibits critical and analytical thinking skills and integrates knowledge from multiple disciplines while acting in an entrepreneurial manner.		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	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						
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%		50.0%		
	Test with open-ended questions		60.0%		50.0%		
Recommended reading	Basic literature		Fonfara, K. (red.) (2021). Marketing międzynarodowy. Współczesne trendy i praktyka. Warszawa: Wydawnictwo Naukowe PWN. Duliniec, E. (2009). Marketing międzynarodowy. Warszawa: Polskie Wydawnictwo Ekonomiczne.				
	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 eNauczenie:
Example issues/ example questions/ tasks being completed	Characterize the specificity of the analysis of the international environment. What types of export strategy can the enterprise employ? What is the segmentation process in international marketing? Characterize all the steps in the process. Discuss communication strategies in international markets based on the analysis of the cultural environment. Compare the strategy of adaptation and standardization.	
Work placement	Not applicable	

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