



Subject card

Subject name and code	FUNDAMENTALS OF MARKETING, PG_00070767						
Field of study	Engineering Management						
Date of commencement of studies	October 2026		Academic year of realisation of subject		2027/2028		
Education level	first-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	2		Language of instruction		Polish		
Semester of study	3		ECTS credits		3.0		
Learning profile	general academic profile		Assessment form		assessment		
Conducting unit	Department of Marketing -> Faculty of Management and Economics -> Faculties of Gdańsk University of Technology						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Natalia Przybylska				
	Teachers						
Lesson types	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		3.0		27.0	75
Subject objectives	Preparation of students to analyse and interpret fundamental marketing issues and to formulate basic marketing decisions within the context of creative and entrepreneurial organisational activity, grounded in knowledge of core marketing concepts, tools and determinants, as well as fostering a sense of responsibility and awareness of the consequences of market decisions in relations with stakeholders.						
Learning outcomes	Course outcome		Subject outcome		Method of verification		
	[K6_K02] is prepared to make competent and ethical decisions to create and maintain economic, social, and environmental values, demonstrating entrepreneurial actions.		is ready to make marketing decisions considering their impact on the company, customers, and the environment, acting responsibly.		[SK4] Assessment of communication skills, including language correctness [SK5] Assessment of ability to solve problems that arise in practice		
	[K6_U02] communicates effectively with others by preparing presentations that use terminology specific to the field of engineering management, and by evaluating diverse opinions during discussions and debates.		is able to clearly present an analysis of a marketing situation using appropriate terminology and data-based arguments, and respond to different opinions during discussion.		[SU2] Assessment of ability to analyse information [SU5] Assessment of ability to present the results of task		
	[K6_W05] possesses advanced knowledge in integrating data from various sources and in the methods that enable a comprehensive analysis of contemporary management issues.		knows basic sources of market data and understands how to combine information about customers, competitors, and the market in order to explain marketing problems		[SW1] Assessment of factual knowledge		

Subject contents	Course content – lecture 1. Introduction to marketing. 2. Evolution, definition and concepts of marketing. 3. Marketing environment. 4. Selected methods of environment analysis. 5. Segmentation and target market selection. 6. Client and his/her behaviour. 7. Mission and marketing strategy. 8. Marketing mix - 4P. 9. Product policy. 10. Price policy. 11. Distribution policy. 12. Promotion policy.		
	Course content – exercises 1. Introduction to marketing. 2. Evolution, definition and concepts of marketing. 3. Marketing environment. 4. Selected methods of environment analysis. 5. Segmentation and target market selection. 6. Client and his/her behaviour. 7. Mission and marketing strategy. 8. Marketing mix - 4P. 9. Product policy. 10. Price policy. 11. Distribution policy. 12. Promotion policy.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	writing exam	60.0%	70.0%
	case studies	60.0%	30.0%
Recommended reading	Basic literature	1. Kotler. P, Keller K.L., Marketing, Dom Wyd. Rebis, Poznań 2025 2. Marketing. Sztuka konkurowania i współpracy, red. Garbarski L., Krzyżanowska M., Wyd. Poltext. Warszawa 2023 3. Gary A., Kotler Ph., Marketing. Wprowadzenie, Wyd. Nieoczywiste, 2016 4. Kotler Ph., Kartajaya H., Setiawan I., Marketing 5.0. Technologie Next Tech, Wyd. MT Biznes, 2021	
	Supplementary literature	1. Marketing. Podręcznik akademicki, red. Waśkowski, Wyd. UE w Poznaniu, Poznań 2022 2. Michalski E., Marketing. Podręcznik akademicki, Wydawnictwo Naukowe PWN, Warszawa 2023 3. Kotler, P, Kartajaya, H., Setiawan, I., Marketing 6.0. Przyszłość jest immersyjna, MT Biznes, Warszawa, 2024	
	eResources addresses		
Example issues/ example questions/ tasks being completed	- Market segmentation - Product levels - Marketing strategy		
Practical activities within the subject	Not applicable		

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