



**GDYNIA MARITIME UNIVERSITY**  
**Management and Quality Science**



## SYLLABUS

Code	Course	In English	<b>MARITIME TRADE</b>
		In Polish	

Field of study	<b>Maritime Business and Management</b>
Specialization	
Level	<b>first-degree (bachelors')</b>
Form	<b>full time</b>
Profile	<b>general academic</b>
Status of the course	<b>obligatory</b>
Rigour	<b>pass with grade</b>

Semester of studies	ECTS	Number of hours per week				Number of hours per semester			
		Lec.	Ex.	Lab.	Proj.	Lec.	Ex.	Lab.	Proj.
3	2	1	1			15	15		
<b>Total number of hours</b>						<b>30</b>			

### Prerequisites for knowledge, skills and other competencies

No requirements.

### Objectives of the course

The aim of the course is to acquaint students with the basic issues of maritime trade and trade transactions.

### Learning outcomes for the course (EKP)

EKP Symbol	After completing the course the student:	Reference to the learning outcomes for the field of study
EKP_01	is able to present terms used in maritime trade: exports, imports, the nature of the transaction and the commercial contract, basics of law.	NK_W02, NK_W06,
EKP_02	is able to present the elements of trade transaction and formulates the clauses of the commercial contract in maritime trade.	NK_W02, NK_W06, NK_U01
EKP_03	can present and is able to apply in practice the commercial terms Incoterms @2020.	NK_W02, NK_W06, NK_U02
EKP_04	can prepare the simple trade agreement in seaborne trade.	NK_W02, NK_U02, NK_K02

Course content	Number of hours				References to EKP
	Lec	C	Lab	P	
Definition and interpretation of terms: maritime trade, exports, imports, maritime transactions, spot sales, transactions for shipment, transactions for future delivery, arrival contracts.	2	1			EKP_01

Basics of law	2				EKP_01
Elements of trade contract in seaborne trade, prime clauses, additional clauses	4	2			EKP_02
ICC Rules for domestic and international trade Incoterms ®2020. interpretation of the Incoterms formulas, practical use of Incoterms, formulas in seaborne contract.	4	4			EKP_03
Payments, letter of credit, documentary collection.	3	2			EKP_02
Preparation of contract, negotiations of terms, offer.		6			EKP_02,EKP_03, EKP_04
<b>Total number of hours</b>	<b>15</b>	<b>15</b>			

Methods of verification of learning outcomes for the course									
Symbol EKP	Test	Oral exam	Written exam	Written assessment	Report	Project	Presentation	Practical assessment	Other
EKP_01	X								
EKP_02	X					X			
EKP_03	X					X			
EKP_04						X			

Criteria for passing
C: Project of the trade contract (min 60% of points, prepared according to given requirements). Lec: Test - multiple-choice test (60% of positive answers to pass). The final grade is a weighted average of 60% Lec and 40% C.

Student workload				
Form of activity	Estimated number of hours to complete the activity			
	Lec.	Ex.	Lab.	Proj.
Contact hours	15	15		
Reading literature	4	2		
Preparation for class, laboratory, project		4		
Preparation for the exam/ passing the course	6			
Project/report/presentation preparation		6		
Participation in pass tests and exams	2			
Participation in the consultation hours	1	1		
Total number of hours	<b>28</b>	<b>28</b>		
<b>Summary number of hours for the course</b>	<b>56</b>			
<b>ECTS credits</b>	<b>2</b>			
	Number of hours		ECTS	
Student workload associated with practical activities	28		1	
Student workload for classes which require the presence of teachers and students	34		1	

Basic literature
<i>The Handbook of Maritime Economics and Business</i> (ed.) C.Th. Grammenos, Lloyd's List, London 2010 <i>International Trade. What Everyone Needs to Know</i> ® (ed.) A.O. Krueger, Oxford University Press, Oxford 2020 Folsom R., Gordon M., Van Alstine M., Ramsey M., <i>Principles of International Business Transactions</i> , West Academic Publishing, New York 2017 Bade D.L., <i>Export/Import Procedures and Documentation</i> , Amacom, New York 2022
Additional literature
Chow D., Schoenbaum T., <i>International Business Transactions</i> , Wolters Kluwer, New York 2015 Rodrique J.P., Comtois C., Slack B., <i>The Geography of Transport Systems</i> , Routledge, London-NewYork 2020

*Incoterms®2020 by the International Chamber of Commerce (ICC), ICC Polska, ICC Polska, Warsaw 2019*  
*World Trade Organization (WTO) reports, <https://www.wto.org/english>*

<b>Person responsible for the course</b>	
PhD Ilona Urbanyi-Popiołek	KLiST
<b>Other persons engaged in the course</b>	
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