



Field of Study: Management
Offered courses for 2022/2023 Academic Year with descriptions:

Winter Semester

No.	Name of the lecturer	Course name		ECTS
		in Polish	in English	
1	Dr Adam Miara	Podstawy ekonomii	Basic of economics	5
2	Dr Urszula Widelska	Biznes plan	Business plan	6
3	Dr Urszula Widelska	Marketing	Introduction to marketing	5
4	mgr Marta Sosnowska	Nauka o organizacji	Science of organization	3
5	mgr inż. Anna Bagińska	Podstawy zarządzania	Management basic	5
6	Dr Hubert Ostapowicz	Podstawy zarządzania projektami	Project management basic	3
7	Dr Adam Miara	Zarządzanie strategiczne	Strategic management	7
Total				34

Summer Semester

No.	Name of the lecturer	Course name		ECTS
		in Polish	in English	
1	Dr Urszula Widelska	Badania marketingowe	Marketing Research	3
2	Dr Urszula Widelska	Zarządzanie i planowanie marketingowe	Management and Marketing Planning	4
3	Dr Urszula Widelska	Techniki sprzedaży	Sale Techniques	5
4	mgr Marta Sosnowska	Przedsiębiorczość	Entrepreneurship	3
5	mgr Marta Sosnowska	Zarządzanie zasobami ludzkimi	Human Resources Management	5
6	Dr Hubert Ostapowicz	Zarządzanie projektami UE	European Union project management	4
7	Dr hab. Wojciech Korneta	Statystyka	Statistics (descriptive)	7
Total				31



Subject name:	Basic of economics
Name and surname of the lecturer	Adam Miara
The main aim of the lecture:	The aim of the course is to provide students with basic knowledge of the functioning of the economy on a micro and macroeconomic scale and to acquire the ability to analyze micro and macroeconomic phenomena.
Topics:	Demand, Supply, Price, Break-even point, Inflation,
Subject name:	Strategic management
Name and surname of the lecturer	Adam Miara
The main aim of the lecture:	The aim of the course is to familiarize students with strategic management schools, to present ways of building a strategy and its significance for the development of the company, and to familiarize students with the terms mission and vision of the company.
Topics:	Strategic management, Strategic management schools, Competitiveness of the enterprise, Strategies for growth and development of the enterprise, Building a strategy.
Subject name:	Project management basic
Name and surname of the lecturer	Dr Hubert Ostapowicz
The main aim of the lecture:	The main aim of the course is to familiarize students with the basic issues related to project management, including projects co-financed from EU funds. The specific objectives of the classes are in particular: familiarizing students with the definition of the project, as well as the methodology of project management; the acquisition by students of practical skills in the development of the basic concept of the project, using a typical model.
Topics:	Basic features of projects and the essence of project management, Defining the goals of the project, Project products and results, Budget of the project,



Subject name:	Project management methodology
Name and surname of the lecturer	Dr Hubert Ostapowicz
The main aim of the lecture:	The main aim of the course is, in particular, to acquire knowledge and practical skills in the use of specific project management methodologies, with particular emphasis on the methodology - Project Management Cycle.
Topics:	The concept of project management methodology, Typical project scheme in methodology - Project Management Cycle, Constructing the project according to the "Question Criterion" and constructing the project according to "W - questions".
Subject name:	European Union Project Management
Name and surname of the lecturer	Dr Hubert Ostapowicz
The main aim of the lecture:	The main aim of the course is to acquire by the students practical skills at an advanced level in the preparation and implementation of a project implemented with the participation of EU funds.
Topics:	Introduction to project management - project concept, Typical project scheme - project formulation/workflow, Identification of the design problem and justification of the need to implement the project on an example, Typical project flowchart, Project management

Subject name:	Human Resources Management
Name and surname of the lecturer	Marta Marzena Sosnowska
The main aim of the lecture:	Arousing curiosity among students and willingness to expand knowledge about current principles and theories of human resource management in various organizations. Looking for an answer to a question: "How human resource management



	plays a pivotal role in an organisation's success"?"
Topics:	<ol style="list-style-type: none">1. Organizational aspects of Human Resource Management (the essence of Human Resource Management in an organization, personnel planning, recruitment and selection, employee evaluation system, remuneration (salaries), motivation, personnel development, career planning).2. Strategic management of the social potential of the organization.3. Human capital management in culturally diverse organizations.4. Psychological aspects of Human Resource Management.

Subject name:	Entrepreneurship
Name and surname of the lecturer	Marta Marzena Sosnowska
The main aim of the lecture:	Students will learn the fundamentals of modern business practices, the basic business, strategy, and leadership skills needed to launch new ventures and run diversified businesses.
Topics:	<ol style="list-style-type: none">1. Theories of enterprises and its practical application2. External determinants of entrepreneurship (institutional conditions, running a business, business environment in Poland)3. Small business4. Entrepreneurship in a corporation (features, conditions, strategies, structures)5. Entrepreneurial competences6. Innovation as the basis of entrepreneurial activities7. Ethics and Corporate Social Responsibility8. Business plan

Subject name:	Science of organization
Name and surname of the lecturer	Marta Marzena Sosnowska
The main aim of the lecture:	During the course, topics related to theoretical and practical forms as well as general principles of organization functioning are discussed. Students will learn about the evolution of the sciences of organization



	and management with particular emphasis on current directions.
Topics:	<ol style="list-style-type: none"> 1. Development of organization and management sciences. 2. Organization as a system. 3. Organizational metaphors. 4. Typology of organizational culture. 5. Organization life cycle. 6. Organizational changes. 7. Organization resources. 8. Competition and competitiveness. 9. Co-operation of the organization. 10. Outsourcing. 11. Organizational social responsibility.

Subject name:	Management basic
Name and surname of the lecturer	Anna Bagińska
The main aim of the lecture:	<p>As part of the course, students acquire knowledge and skills regarding the basic concepts of organization management, various types of organizational structures, principles of planning, organizing, motivating employees and controlling.</p> <p>The acquired knowledge is the basis for dealing with the problems of the organization's functioning, including the independent search for management solutions.</p> <p>The transferred knowledge is the basis for studying such subjects as: Organizational behavior, Strategic management, Basics of marketing.</p>
Topics:	Management process; Environment of the organization; Roles and managerial skills; Planning and decisions making in the organization; Organizational structures; Changes in the organization; Motivating employees; Management styles; Controlling process

Subject name:	Marketing research
Name and surname of the lecturer	Urszula Widelska
The main aim of the lecture:	The aim of the course is to present the essence of marketing research, including their methods, techniques and tools. Presentation of the practical implications of marketing research for various types of enterprises and the transfer of knowledge about the marketing information system and the creation of research reports.
Topics:	<ol style="list-style-type: none"> 1. Research methods and techniques. 2. Marketing information system. 3. The scope of marketing research.



	<ol style="list-style-type: none">4. Data sources in marketing research.5. Research problem and hypothesis.6. Sample selection.7. Construction of a measuring tool.8. Analysis and interpretation of the results.9. Research reporting.
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Subject name:	Management and Marketing Planning
Name and surname of the lecturer	Urszula Widelska
The main aim of the lecture:	The aim of the course is to show the functional aspect of marketing. The subject focuses on the marketing management process and its stages, i.e. analysis, planning, implementation and control.
Topics:	<ol style="list-style-type: none">1. The concept of marketing management2. Marketing management stages3. Strategic Marketing Planning4. Principles of creating marketing plans

Subject name:	Sale Techniques
Name and surname of the lecturer	Urszula Widelska
The main aim of the lecture:	The aim of the course is to develop sales competences and to strengthen communication skills which are important in the exchange process
Topics:	<ol style="list-style-type: none">1. Persuasion techniques.2. Argumentation techniques.3. Commercial Techniques.4. Auction.5. Time using.6. Manipulation techniques.

Subject name:	Business plan
Name and surname of the lecturer	Urszula Widelska
The main aim of the lecture:	The goal is to develop skills related to writing a business plan.
Topics:	<ol style="list-style-type: none">1. The essence and concept of a business plan.2. Structure of a business plan.



	3. Types of business plans. 4. The importance of a business plan in economic practice.
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Subject name:	Introduction to marketing
Name and surname of the lecturer	Urszula Widelska
The main aim of the lecture:	The course covers issues in the area of broadly understood marketing, defined in the category of business philosophy, science and the area of enterprise activity. The student has the opportunity to learn about the role of the client in modern business.
Topics:	<ol style="list-style-type: none">1. Functions and goals of marketing activities of enterprises.2. Consequences of marketing.3. The essence of customer-oriented business.4. Rationale and benefits of market segmentation.5. Customers and their types.6. Consumer's decision-making process.7. Further and closer environment of the enterprise.8. Marketing mix of contemporary organization.9. Product structure.10. Brand and packaging as product attributes.11. Pricing policy of the enterprise.12. The essence of distribution channels and logistic customer service.13. Communication of the enterprise with the environment.14. Advertising as a promotion tool15. Profile of the marketing manager.

Subject name:	STATISTICS
Name and surname of the lecturer	dr hab. eng. Wojciech KORNETA
The main aim of the lecture:	Processing of statistical data for discrete and continuous variable: calculation of statistical quantities and their interpretation, basic probability distributions. Correlation and regression analysis of data. Hypothesis testing. Practical examples using Excel.
Topics:	<ol style="list-style-type: none">1. Discrete variable: average, variance, standard deviation, skewness, kurtosis, quartile, probability mass function2. Continuous variable: average, variance, standard deviation, skewness, kurtosis, quartile, probability density function3. Pearson and Spearman correlation coefficients.4. Linear regression analysis5. Hypothesis testing; null hypothesis and alternative hypothesis.