

I.p.	Name of the subject	Course Description
1.	Information Economics	Information (definitions, contexts, importance in information economics); Information functions; Information characteristics; Knowledge (definition, importance as an enterprise's asset); Information v. data v. knowledge; Communication (definitions, schemes, importance in information economics); Cognitive realism v. constructivism (explanation); Shannonian v. semantic information; Economics of information (description, importance for business activity); Economics of information s. other types of economics; Information as a factor in business decisions (forms and formats, importance); Information as a commercial good (forms and formats, principal domains, importance); Main information generators on the market (types, sectors, functions, profits); Complementary information generators (types, sectors, functions, profits); Information consumption (comparisons, measures, more general considerations); Information pricing; Special domains of information business or activity: education, science and media; Information retrieval (definition, objectives, methods, approaches); Information audit (definition, objectives, stages, profits, difficulties); Domains of application of information (monitoring, evaluation, commerce, social objectives, culture, power, banking); Semiotics (definition, objectives, relationship with economy); Classification of signs; Semiotics v. information economics; Factual information v. persuasion; Methods of synthesising information; Selected methods of information economics; Manipulation of information (language, image, sound, typography, context); Some techniques of manipulation (e.g. processing below the perception threshold); Laws of sight perception (similarity, proximity, closure, continuity, contrast); Selected sources of information.
2.	Economics of innovation	Why American engineers selected 'Electrification' as the most important innovation in the 20th century? Basic analogies between 'Gold rush', 'Initial stages of Electrification' and the internet evolution (Jeff Bezos on the next web innovation). Contribution of Saracens to the development of science and technology. Learning versus Teaching: what does it mean for Saracens 'educational policy'? What are the main achievements (innovations) of Eli Whitney, which changed America? Basic principles of innovation in Google. Why the invention of spectacles was so important for Western civilization's development? Moore's Law – the basic message. Inventions, innovation, imitation, discovery – general definitions. Process and product innovation – definitions and relative importance in different phases of the Industrial Revolution (time). Entrepreneurship – basic notions.
3.	Institutional Economics	The purpose of the course is to introduce students in a relatively new field in economic theory: modern institutional economics, mainly its part called New Institutional Economics (NIE). Knowledge of its basic concepts, methods, and tools of dealing with economic problems seems to be very useful particularly in analyzing economic problems of so-called "transition economies".

4.	Mathematical Economics	Mathematic skills in the economic context. The aim of the course is to help students understand and use the mathematics required for studying economics at the master's level.
5.	Managerial Economics	The course presents the basic principles of managing economic entities. It bridges economic theory and practice. It explains and describes methods decision-making in production, pricing, investment, and risk management. The methods are justified by principal laws of economics, the marginal principle and they are supplemented by data analytic techniques. Market organization and elements of game theory are given. Theoretical concepts are documented with real examples.
6.	International Economics	Absolute and comparative advantages in trade theories; The Heckscher-Ohlin model – assumptions and implications; Leontief paradox and its consequences; Alternative trade theories (trade with economies of scale, intra-industry trade, theory of overlapping demand, product life cycle theory, gravity model); Tariffs and quotas under the perfect competition and monopoly; The welfare effect of tariffs, quotas and export subsidies; Non-tariff trade barriers (quotas, VER, export subsidies, technical barriers to trade, sanitary and phytosanitary measures, blue tariffs, red-tape barriers, rules of origin, anti-dumping, countervailing duty, safeguards); Arguments for trade liberalization and arguments for trade protectionism; The structure and main principles of the WTO; The role of the GATT/WTO in international trade; The EU-China trade competition in Africa; The North-South trade competition in Latin America; Problems of international labour migration; The role of foreign direct investments in economic growth; The structure and determinants of the balance of payments; Exchange rate regimes; Determinants and measures of economic growth and development; The idea of sustainable development; Convergence across economies; Causes and measures of poverty in developing countries; Effects of foreign aid on economic growth in developing countries; Essential factors of economic globalization; Bretton Woods Institutions; Arguments for and against globalization; Advantages and disadvantages of globalization.
7.	Subscription Economy	The aim of the course is to prepare students to effectively manage subscriptions, analyse business models and apply knowledge to business practice. The world is undergoing a revolution in which both companies and consumers prefer access to services rather than a product on its own. This is driving an increased interest in subscription businesses. Key topics discussed in the lecture include: definitions of subscription and its importance in today's economy; the history of subscription and its evolution; types of subscription including: product, service, digital; pricing strategies and price elasticity in subscription models; examples of companies using subscription models; CLV; cost-benefit calculations in subscription models; marketing strategies in subscription economics; subscription laws and regulations; creating a subscription-based business plan; market research and competitive analysis.

8.	Economics of the EU	The concept of European integration; A customs union v. a free trade area; Trade creation versus trade diversion; Rules of the European single market; European standardization; Principles of public procurements in the European single market; Rules of competition in the EU; Free migration of people in the European single market; Free capital mobility and foreign direct investment; Services in the European single market; Regional Policy and Structural Funds of the EU; European Monetary Integration and the convergence criteria; Optimum currency area; Benefits and costs of Euro; Causes of Euro crisis and methods of its overcoming; Common transportation policy; Common Agricultural Policy; The EU's budget; The tax harmonization in the EU; Causes and effects of Brexit; The EU in the global economy.
9.	Economic Analysis of the Firm	The role and Environment of Finance; Financial Statements - an Overview; Balance Sheets; Income Statements and Statements of Stockholders' Equity; Statements of Cash Flows; A Guide to Earnings and Financial Reporting Quality; Introduction to the Analysis of Financial Statements; The Liquidity Ratios; The Activity Ratios; The Leverage Ratios; The Profitability and Market Ratios; Comparing the Data; Capital Budgeting Techniques.
10.	Enterprise Economics	An entrepreneur in classical theory; Innovation theory of Schumpeter; Managerial theories of firm behaviour; Behavioural theory of a firm; Agency theory; Transaction cost theory; Sole proprietorship; Partnership; Corporation; Holding Company; Functional Organizational Structure; Matrix Organizational Structure; Divisional Organizational Structure; Principles of Corporate Social Responsibility; Tax risks management; Key elements of a business model; Business-to-consumer (B2C) business models; Business-to-business (B2B) business models; Revenue models; Cloud Computing business models; Internationalization of a firm.
11.	Ethics in Business	Calculation of values; Normative senses (J. Haidt); Externalities; Corporate Social Responsibility; Whistleblowing; Profit motive; Public bailouts; Ethics in advertising; Legal and moral liability; Bribery.
12.	European Legal Culture	The basic principles of European legal culture in a historical and contemporary context. The course addresses the main features and values of the European Legal Culture. They are based on the division into public and private law. The lectures also provide a glimpse into Polish legal culture in a broader international perspective.
13.	International Finance	The course presents the basic principles of international finance. It includes a presentation of exchange rate mechanisms functioning in practice; the currency exchange rates for: the forex market; the futures market; the forward market; the swap market; and the currency options market.

14.	Personal Finance	Theory of personal finance and financial independence, budgeting, saving, investing, financial products (bank deposits, loans, insurance, etc.), Psychological, social and legal aspects of personal finance. Practical issues related to cutting expenses and increasing incomes.
15.	Business Finance	The Financial Environment; Money and the Monetary System; Banks and Other Financial Institutions; The Federal Reserve System; Policy Makers and Money Supply; International Finance and Trade; Savings and Investment Process; Interest Rates; Time Value of Money; Bonds and Stocks: Characteristics and Valuations; Securities Markets; Financial Return and Risk Concepts; Business Organization and Financial Data; Financial Analysis and Long-Term Financial Planning; Managing Working Capital; Short-Term Business Financing; Capital Budgeting Analysis; Capital Structure and the Cost of Capital.
16.	Economic history	The course's aim is to present economic relations in Europe in historical perspective, with a special regard to economic history of Polish lands. Chronologically, the course encompasses a timespan from introducing feudal economic system in Western Europe and Poland (9th-11th CE) up to the transformation of political and economic systems in that area in the 1920s. Students will be provided with information on socio-economic conditioning of economic development in each era of European and – specifically – Polish history within the timespan covered.
17.	History of Economic Thought	Pre-economic thought; Cantillon, Turgot and French Physiocrats; Mercantilism versus Hume and Smith; Adam Smith and the founding of economics; Ricardo, Malthus and Marx; Marginalism; Neoclassical theory and heterodoxy; Keynes and macroeconomics; Friedman and macroeconomics.
18.	Institutions and Laws of the EU	Loyal cooperation principle in EU law; The EU's law principle of conferral; Subsidiarity principle in EU law; Proportionality principle in EU law; Role of the Court of Justice of the European Union; M. H. Marshall v. Southampton C-152/84 - case comment; Paola Faccini Dori v Recreb Srl C-91/92 – case comment; Åklagaren v Hans Åkerberg Fransson (C- 617/10) - case comment; Stauder v City of Ulm - Sozialamt (C- 29-69) - case comment; C-34/09 Zambrano - case comment; C-434/09 McCarthy- case comment; C-256/11 De- reci- case comment; Melloni C-399/11 - case comment; C 402/05 Kadi & C 415/05 Al Barakaat- case comment. Competences of the EU; The Court of Justice; Vertical/horizontal direct effect; The Application of the EU Charter of Fundamental Rights; The EU's Citizenship; Area of Freedom Security & Justice; The EU's international relations law.
19.	Macroeconomics	Microeconomics v. Macroeconomics; Examples of macroeconomic questions; Positive Macroeconomics v. Normative Macroeconomics; Macro Theory vs. Macro Policy; Model building (exogenous v. endogenous variables); Keynes v. Classics. The Keynesian model v. the so-called "Classical" models; Long-run macroeconomics and short-run macroeconomics; Circular flow;

		What is Gross Domestic Product?; Limitations of GDP; Alternatives to GDP; Inflation and ways of measuring inflation; GDP deflator; Unemployment and types of unemployment; Voluntary and involuntary unemployment; Costs of unemployment (private and social); Philips Curves; Quantity Theory of Money; Cantillon effects; Equation of exchange (I. Fisher).
20.	Marketing	The role of marketing in modern organizations; Defining mission and vision; Conducting market research; Marketing planning; Marketing control; Segmentation, targeting, positioning as the elements of a marketing process; Target markets; Marketing channels; Marketing resources of a company; Porter's five forces analysis; Sales strategies vs. marketing strategies; The market environment; Advertising and promotion; Strategic planning for business units; The elements of the marketing mix; Marketing channels; Product's life-cycle in the marketing context; Effective branding strategies; Types of pricing strategies; Socially responsible marketing.
21.	International Financial Markets	The purpose of the course is to present the functioning of financial markets in the international context. Students will be provided with a practical introduction to the current changing landscape of financial markets and institutions.
22.	New Economics Trends	Theory of new economic trends: what are they and how to analyze them. New trends in global economy (for instance: aging society, sharing economy, subscription economy, remote work, pandemics and supply crises, increase in free time, automatization, fourth industrial revolution, etc.). New trends in economics (for instance: behavioral economics, MMT, models with heterogeneous agents, empirical revolution, etc.). New trends in economic policy (for instance: MMT, nudging). Forecasting based on current trends and forecasting of future trends.
23.	Modern Financial Technologies and Complexity in Financial Systems	The aim of the course is to familiarize with modern methods of economic data processing- mainly coming from stock exchange and currency exchange based on ideas taken from the analysis of the so-called complex systems. In the last twenty years, this type of approach has become very innovative and successful in describing various phenomena from seemingly distant areas of knowledge (economics, genetics, meteorology, physics, sociology, linguistics). It was shown that very similar codes can be hidden behind distant cognitive structures. Their quantitative description and qualitative understanding can be the same therefore. In the lecture, we will focus on methods of studying non-linear relationships between stock quotes, which will lead to interesting applications in the study of the financial market, the dynamics of its behavior and even to predict extreme phenomena occurring on this market (e.g. stock market crashes). Concepts and ideas such as the theory of data scaling, fluctuation analysis and the search for long memory in these fluctuations, multi-scaling properties of stock market data (multifractality), scale-free networks and their relationship with stock data in different phases of capital market development will be discussed. The lecture will be largely interdisciplinary, showing the relationship between

		complexity science, big data analysis, financial physics (econophysics), complex networks and the common phenomena observed on the stock market and money market.
24.	International and European Tax Law	Objectives of international tax rules; Taxation of inward investment; Taxation of outward investment; Source and residence tax jurisdictions; Juridical double taxation; Economic double taxation; OECD and UN model double taxation treaties; The Purpose and structure of double taxation treaties; The concept of residence; Methods of relief from juridical double taxation; Basic-rule permanent establishment; Agency permanent establishment; Permanent establishment and e-commerce; Business profits; Dividends, royalties and interests; Income from employment; Corporate tax harmonization in the European Union; Direct and indirect tax discrimination; Freedom of establishment and direct taxation; BEPS project and the EU's tax law.
25.	Introductory Econometric Analysis - Laboratory	The basic principles of econometry. The course introduces to simple and multiple regression methods for the basic analysis of economic and related data. The central focus will be on proper model choice, discussion of model assumptions, and their relation to the specific economic environment.
26.	Competition Policy	Economics of Competition Policy and Competition Law; Market Structure; Harvard and Chicago Schools; National v. the EU's Competition Law and their Consequences for Trade between Member States; General Structure of Article 101 TFEU [former Article 81 EC]; The Concept of Enterprise; The Concept of Agreement; The Concept of Decision by Association of Enterprises; Concerted Practices; Object or Effect of the Collusion between Enterprises; Horizontal and Vertical Agreements; Price Clauses (minimal, maximum, fixed, recommended price); Cartels; De Minimis Principle; Individual Exemption – Conditions for Exemption; Block Exemptions; The Rule of Reason; Abuses of Dominant Position – Article 102 TFEU [former Article 82]; The Relevant Market (product and geographical); Test SSNIP; The Meaning of Abuse; Anticompetitive Abuse; Exploitative Abuse, Refusal to Supply.
27.	Governing Climate Change	Governing Climate Change. National Governance. Transnational Governance. International Governance. Dysfunction in climate governance. The worsening climate crisis. Pathologies of international relations. Pathologies of national politics in the Northern Hemisphere. Harnessing the Market - Trading in Carbon Allowances. Decarbonisation: The Politics of Transformation. Equity and Justice in Polycentric Climate Governance. United Nations Climate Change Conference. European Green Deal.

28.	Civil Law	General characteristics of civil law; Persons; Juridical acts; Obligations with particular emphasis on contractual obligations. Sale contracts and rules regarding the international sale of goods; Harmonization of contract law; Ownership and other real rights. Transfer of immovables. Land and mortgage registers; Succession; Intellectual property law.
30.	Business Law	Sources of business law; General partnerships; Limited partnerships; Limited joint-stock partnerships; Limited liability companies; Joint-stock companies; Societas Europaea; Registration of entrepreneurs, Economic activity of foreign persons, Subsidiary, Branch office, Representative office of foreign entrepreneurs; Freedom of establishment in the EU; Free movement of goods in the EU; Free movement of services in the EU; Free movement of workers in the EU; State aid; Concessions, permits and regulated economic activity.
31.	Tax Law	The aim of the course is to organize and extend students' knowledge of legal regulations in the area of taxes, with particular emphasis on the EU single market. During the course, practical problems in the field of applying tax law and jurisprudence will be discussed. The graduate will acquire the ability to apply the basics of tax law.
32.	Structural Funds Management	The objectives of regional policy; The principles of the EU's regional policy; Objective I of regional policy; Objective II of regional policy; Objective III of regional policy; Management of the European Regional Development Fund; Management of the Cohesion Fund; Management of the European Social Fund; Business plans for European projects; European project management; Financial corrections; Analysis and feedback; Requirements for reporting; Accounting of the structural funds; The eligible costs; Co-financing of European projects; Context of the reporting; New software for on-line communication; Management of European projects in the Lower Silesia Region; Effective management of Structural Funds.
33.	International Entrepreneurship	International entrepreneurship (general Information, basic concepts of entrepreneurship, entrepreneurial orientation, innovation). Entrepreneurial skills. Types of entrepreneurs (leadership of an entrepreneur, success factors, effective entrepreneurs, advantages and disadvantages of being a business owner, people who should never become big entrepreneurs, motivations of entrepreneurs). Global and national context for entrepreneurship and enterprise development (global markets and trade, international v. domestic entrepreneurship). Business planning. The structure of a business plan. Business financing (the value of money, business angels, venture capitals, start up – funds, crowdfunding, crowdsourcing, social lending, Blockchain Technology for companies). Personnel in business (The role of culture in IE, business etiquette, teamwork). The art of negotiating (business negotiating, international contracts, multicultural negotiations and conflict resolution).

34.	Accounting and Firm Reporting	Regulations of accounting in Poland. Financial statements - the structure of a balance sheet, an income statement and cash flow. Influence of financial operations on a balance sheet and an income statement. Accounts – classification, combining and trial balance. Functioning of accounts (balance accounts, result accounts, mixed accounts). The chart of accounts – main sets of accounts. Double-entry bookkeeping principle. Assets, liabilities and capital valuation. Purchase price, acquisition price, manufacture costs, market value, fair value - definitions. Depreciation methods - a comparison. Inventorying (stock-taking) – types and purpose. Inventory – characteristics, classification and valuation. Inventory valuation methods: FIFO, LIFO, AVCO. Investments – characteristic and classification. Equity securities - characteristics and classification. Revenues classification (revenues on basic activity, other operating revenues, financial revenues – examples). Expenses (costs) classification (costs on basic activity, other operating cost, financial costs – examples). Basic cost systems (type cost systems, functional cost systems and mixed systems). Methods of establishing a financial result.
35.	Financial Regulation and Supervision	The course aims to provide the graduate with the knowledge necessary to run a business within the EU Single Market. The aim of the course is to provide the student with knowledge of the basic legal regulations of financial activities, contracts on the financial market and financial supervision. As a result of the course, the student will understand the importance of individual areas of the activity of financial institutions and the consequences of contracts between banks, insurance companies, investment institutions and their customers.
36.	Insurance Market	Risk in our society; Insurance and Risk; Introduction to Risk management; Types of insurers and marketing systems; Government regulation of insurance; Fundamental legal principles; Life Insurance; Annuities and individual retirement accounts; Social Insurance; The liability risk; Insurance company operations; Auto insurance and society; The analysis of insurance contracts.
37.	Financial Markets	Introduction to Financial Markets. Fundamentals of Financial Markets. Central Banking and the Conduct of Monetary Policy. Financial Markets' Operations. The Financial Institutions' Industry. The Management of Financial Institutions.
38.	Legal Status of Manager	The role of boards of directors in state-owned and private companies – a comparative analysis; Codes of best practices of corporate governance – a case study; Legal aspects of international business environment – a case study; Frauds, bribes and corruption risk management – a case study; Managing conflicts between stakeholders – a case study; Being an employer – legal requirements; CEO's legal status and liability.

39.	Statistics for Business	Utilizing statistical tools in business analyses.
40.	System of Governments	Forms of government in the world; Monarchies and republics; Parliamentary, semi- presidentialism, and presidentialism; Separation of powers, checks and balances; Legis- lative branch; Executive power; Judicial power; Constitutional adjudication; Federalism; The EU as a system of government.
41.	Modern Microeconomics	<p>What is economics? (Textbook definitions and opinions of different authors (e.g. Mises, Skausen, Robbins, Viener). Is economics a science? Economics (Oeconomy) v. 'political economy' – the differences and origins of the terms. The magic year 1776? Economics as a profession (who was the first professor of political economy)? Economics in one lesson (Henry Hazlitt and Frederic Bastiat). William Graham Sumner and his Forgotten Man. Positive vs. normative economics. Difficulties of economic analysis. Model and reality. Why do we construct models? The opinion of Alfred Marshall on using mathematics in economic analysis. Interpolation, extrapolation and trends in economic analysis. Defini- tion of an index. What is the price consumer index? Nominal and real values – the differ- ences. Nicolas Kaldor and his idea of 'stylized facts'. The most popular sub-criteria of models' evaluation. Analytical models v. simulation models – advantages and disad- vantages. Convergence in economic development of nations. Lorenz curve and Gini index. Diversity of income and welfare development – a general idea and national examples. What is capitalism? Economic (scare) good – definition and opinion of Carl Menger. How are prices set? Opinion of Pierre de Jean Olivi. What is a just price? Private vices, public benefits, supreme hand and invisible hand – general idea on the role of egotistical be- haviour in economic development. Price system and three functions of prices . Production possibility frontier and why is the possibility production frontier convex (bowed outward)? Marginal utility, marginal cost, and marginal revenue – the definitions. Opportunity cost – general view. Market – a definition and efficiency of market (in a context of Pareto principle). What are the main features of market? Demand and supply, demand function, supply function – understanding and definitions. Individual demand curves and construc- tion of the market demand curve. Equilibrium price. The Pope and the price of fish. Prob- lems with the concept of equilibrium price. Factors influencing the demand (multidimen- sional demand function). Price elasticity of demand. Elastic and inelastic goods (markets) Short and long terms development – a concept. Cross-price elasticity of demand. Substi- tute and complementary goods. Income elasticity of demand. Normal and inferior goods. Cobweb models – damped oscillations, explosive oscillations, stable (constant) oscilla- tions. Revenue (income), costs, profit, normal profit (natural profit), extraordinary profit – the definitions. Equilibrium and profit maximization. Stable and unstable equilibrium. Production function – the definition. The Cobb-Douglas production function. Long-run to- tal costs, long-run marginal costs, and long-run average costs – definitions and mutual relationship between long-run marginal costs and long-run average costs. Economies of scale and the MES. Firms' optimal decision in a long run (graphical representation). Short run production decisions of a firm (graphical representation). Is profit maximization the</p>

		only criterion of firms' decisions? Market structures – an outline. Evolutionary models – general features.
42.	Contemporary Management	<p>The nature of organizations. Why do we study organizations and management? Why do we have organizations? The definition of organizations. Organizations and individuals. Organizations and society. The management process. The definition of management. The basic purpose of management. Phases/stages of the management process. The definition of "manager". Types of managers. Categories of manager's work. Managerial skills. Classical management thought. Activities (functions) of organizations according to H. Fayol. Elements of management (managerial functions) according to H. Fayol. General principles of management according to H. Fayol. Unity of command and unity of direction. Managerial roles. Managerial roles according to H. Mintzberg. Interpersonal roles. Information roles. Decisional roles. Negotiating role. The environment of organizations. External environment. General environment. Task environment. Internal environment. Organizational culture. Managing strategy. Strategic management. Components of strategy. Levels of strategy. Strategy formulation and implementation. Corporate-level strategies. Business-level strategies. Organizing and organizational design. Elements of organizational structure. Distributing authority. Delegation. Bureaucracy. Adhocracy. Situational determinants of organizational design. Forms of organizational design. Power and power outcomes. The definition of power. Relational character of power. Types of power. Authority. Power outcomes. Power as an outcome of conflict. Methods of dealing with conflict. Integration. Managing leadership. The essence of leadership. Functions of (formal) leaders. Components of leadership. The big five personality characteristics. Theories of leadership. Transformational leadership. Servant leadership. Managing communication. Organizations as information-processing systems. Communication as relational phenomenon. Perception in the process of communication. Vertical communication. Communication problems and their possible solutions. Change in organizations. The definition of organizational change. The potential for and against change. The punctuated equilibrium. Change processes. Innovation in organizations. Decision-making techniques. Decision-making process according to P.F. Drucker. Decision-making and problem solving. The decision problem. The fundamental rules of making decisions under uncertainty. The pessimistic decision technique. The optimistic decision technique. The regret decision technique. The expected value decision technique. The decision tree. The expected utility decision technique.</p>
43.	Financial Management	<p>The course deals with basic principles of financial management. It is impossible to multiply capital without capital security. The above statement can be understood as the financial responsibility for financial management. The lectures will explain the problem more closely and they will show how the problem can be solved. The main aim of the course is to provide students with knowledge on: assets management, the company condition from the financial point of view, and the visual presentation of the company's financial condition.</p>
44.	Strategic Management	<p>Strategy and strategy management – differences; The levels of strategic management; The strategic management process; Strategic business unit – definition + SBU's in firms; Mission and vision; The Marketing</p>

		Environment; The "smart" method; A Product's life cycle + a planned obsolescence; SWOT analysis; BCG matrix; Ansoff matrix; Strategic evaluation and control; Differences between various types of strategies; Adjacent market strategy (using the examples of specific companies); Consolidation strategy (using the examples of specific companies).
45.	Human Resources Management	Recruitment; Job Design; Job Description; Person Specification; Methods of Selection; Adaptation; Teamwork Motivation; Remuneration; Types of discrimination; Career. Development and Planning; The Role of Culture in HRM; Informal Relationships; Work Environment; Compensation and Benefits; Employee Performance Management.