



DESCRIPTION OF THE OBJECT

FIELD OF STUDY	Management
SPECIALISATION	Trade and services
MODE OF STUDY	Full-time studies / Part-time studies
SEMESTER	5

Name of the subject	Sales and value management in a medium-sized enterprise
Hourly dimension of particular forms of classes	Full-time studies – 30 Part-time studies – 18
	• lectures Full-time studies – 10 Part-time studies – 8
	• Exercises/lektorat Full-time studies – 20 Part-time studies – 10

Learning objectives:	<ul style="list-style-type: none"> – to present issues of sales and value management in a medium-sized enterprise, – to acquaint students with the practical dimension and application of sales and value management issues in a medium-sized enterprise. – to acquaint students with methods of company and brand valuation.
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Learning outcomes for the subject	
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Number	Learning outcomes, a student who has successfully completed the course will be able to:	Reference of learning outcomes for the programme	The reference to the learning outcomes for the area
EK_W01	the essence and objectives of enterprise activity in the context of sales and value management in it.	K_W12	P6S_WK
EK_W02	present the various distribution channels for goods and services, discuss issues of sales management in an enterprise.	K_W08	P6S_WG
EK_U03	make a valuation of an enterprise based on various methods and justify the choice of a particular valuation method under given conditions.	K_U03	P6S_UW
EK_U04	assess the impact of investments on the value of the company, assess the effectiveness of investments on the basis of selected indicators.	K_U05	P6S_UW
EK_U05	The student is able to use the acquired knowledge of sales and value management in a medium-sized enterprise to explain the causes and course of changes occurring in the enterprise environment and affecting it.	K_U07	P6S_UW
EK_K06	the student knows the rules and conditions of active participation in group work and organising and directing a small group, is able to use this knowledge and skills when interacting with a group	K_K04	P6S_KO
EK_K07	is able to appropriately determine priorities for the implementation of a team project concerning the strategy of introducing a new product onto the market.	K_K05	P6S_KO

Content number	Educational/ curricular content	Reference to learning outcomes for the subject
	Lectures	
T_01	Introduction to sales and value management in an enterprise. The essence and objectives of business activity in the context of sales and value management.	EK_W01 EK_K05
T_02	Valuation of a company - rationale for valuation, valuation methods: property, income, mixed, advantages and disadvantages of individual solutions, brand as a source of company value.	EK_W01 EK_U03
T_03	Assessment of the impact of investment on the value of a company - the importance of investment in a company, types of investment, a scheme for assessing the effectiveness of investment.	EK_U04 EK_K05
T_04	Sales management in a company.	EK_W01 EK_U04 EK_K05
	Exercises	
T_05	The essence and objectives of enterprise activity in the context of sales and value management - case studies.	EK_W01 EK_K05
T_06	Valuation of a company - practical application.	EK_U03 EK_K05 EK_U06 EK_U07
T_07	Analysis and evaluation of investment efficiency on the basis of selected indicators - practical application.	EK_U04
T_08	Brand as a source of company value - case studies.	EK_W01 EK_K05
T_09	Sales management in a company - a practical approach.	EK_W01 EK_W02 EK_U06 EK_U07

Methods and forms of teaching	Educational and curricular content
Lecture with multimedia presentation of selected issues	T_01, T_02, T_03, T_04
Conversation lecture	T_01, T_02, T_03, T_04
Problem-based lecture	T_01, T_02, T_03, T_04
Informative lecture	T_01, T_02, T_03, T_04
Discussion	T_01, T_02, T_03, T_04
Working with text	
Case study method	T_05, T_07, T_08, T_09
Problem-based learning	
Didactic/simulation game	
Exercise method	T_06
Workshop method	
Project method	
Multimedia presentation	
Audio and/or video demonstrations	

Activation methods (e.g. brainstorming, SWOT analysis technique, decision tree technique, „snowball” method, constructing „mind maps”)	
Other (which ones?) - ...	
...	

Evaluation criteria in relation to particular learning outcomes				
Learning outcome	For assessment 2	For assessment 3	For assessment 4	For assessment 5
EK_W01	The student is not able to define the essence and objectives of business activity in the context of sales and value management.	To a limited extent, the student is able to define the essence and objectives of business activity in the context of sales and value management.	The student is well able to define the essence and objectives of business activity in the context of sales and value management in it.	The student is able to define the essence and objectives of business activity in the context of sales and value management in a very good and comprehensive manner.
EK_W02	The student is not able to present the distribution channels of goods and services or discuss issues related to sales management.	The student is able to partly present the distribution channels of goods and services and discuss issues related to sales management.	The student is able to present well the distribution channels of goods and services and discuss issues of sales management.	The student is able to present the distribution channels of goods and services and discuss issues related to sales management.
EK_U03	The student is not able to make a valuation of an enterprise on the basis of any method, let alone justify the choice of a particular valuation method under the given conditions.	The student is able to make a valuation of an enterprise not fully on his own on the basis of some methods and partially justify the choice of a particular valuation method under given conditions.	The student is able to independently perform the valuation of the company on the basis of different methods and justify the choice of a particular valuation method under given conditions.	The student is able to independently make a valuation of the company on the basis of all known methods and fully justify the choice of a particular valuation method under given conditions.
EK_U04	The student is not able to assess the impact of the investment on the value of the enterprise, nor to evaluate the effectiveness of the investment.	To a limited extent, the student is able to assess the impact of an investment on the value of an enterprise and to evaluate the effectiveness of an investment on the basis of selected indicators.	Students will be able to assess the impact of an investment on the value of an enterprise, as well as evaluate the effectiveness of an investment on the basis of selected indicators.	The student is very well able to assess the impact of an investment on the value of an enterprise, as well as to make a complete evaluation of the effectiveness of an investment on the basis of the indicators learnt.
EK_U05	The student is not able to explain at all the causes and course of changes occurring in the enterprise environment and	The student is able to sufficiently use the acquired knowledge of sales and value management in a medium enterprise to explain the	The student is able to apply the acquired knowledge of sales and value management in a medium-sized enterprise well in order to explain the	The student is able to use his/her acquired knowledge of sales and value management in a medium-sized enterprise to the highest degree in

	having an impact on it.	causes and course of changes occurring in the enterprise environment and having an impact on it.	causes and course of changes occurring in and affecting the enterprise environment.	order to fully explain the causes and course of changes occurring in and affecting the enterprise's environment.
EK_K06	The student does not know the rules and conditions of effective cooperation in a team in order to prepare a joint project.	The student is sufficiently familiar with the rules and conditions of effective cooperation in a team in order to prepare a joint project.	The student is well acquainted with the rules and conditions of effective cooperation in a team in order to prepare a joint project.	The student knows very well the rules and conditions of effective cooperation in a team in order to prepare a joint project.
EK_K07	The student is not able to define priorities for the realization of a team project concerning the strategy of introducing a new product onto the market.	At a sufficient level, the student is able to define priorities for the implementation of a team project concerning the strategy of introducing a new product onto the market.	At a good level, the student is able to define priorities for the implementation of a team project concerning the strategy of introducing a new product onto the market.	At a very good level, the student is able to define priorities for the implementation of a team project concerning the strategy for introducing a new product onto the market.

Verification of learning outcomes	EK symbols for the module/subject						
	W0 1	W0 2	U0 3	U0 4	U0 5	K0 6	K0 7
Written examination							
Oral examination							
Written credit	X	X	X	X	X	X	X
Oral credit							
Written colloquium							
Oral colloquium	X	X	X	X	X	X	X
Test							
Project							
Written work							
Report							
Multimedia presentation							
Work during exercise	X	X	X	X	X	X	X
Inne (jakie?)							

Hourly teaching load and student workload	Full-time studies	Part-time studies
1. Lectures (joint participation of academics and students)	10	8
2. Other forms (joint participation of academic staff and students)	20	10
3. Consultation with the teacher	-	-

Total 1+2+3	30	18
4. Internships (carried out by students on their own)	—	—
5. Student's own work (including homework and project work, preparation for a credit/exam)	20	32
Total 4+5	20	32
SUMMARY 1+2+3+4+5	50	50
Total ECTS credits according to the study plan	2	

Reference literature	<ul style="list-style-type: none"> – Borowiecki R., Jaki A., Kaczmarek J. Metody i procedury wyceny przedsiębiorstw i ich majątku, Wydawnictwo Profesjonalnej Szkoły Biznesu, Kraków 1998. – Duraj J., Wartość przedsiębiorstwa – z teorii i praktyki zarządzania, Wydawnictwo Naukowe „Novum”, Płock 2000. – Griffin R.W., 2006 (lub inne wydania), Podstawy zarządzania organizacjami, PWN. – Herman A., Antoszkiewicz J., Zarządzanie wartością firmy, Poltex, Warszawa 1999. – Jaki A., Wycena przedsiębiorstw przesłanki, procedury, metody, Oficyna Ekonomiczna, Kraków 2004. – Simpkins R.A.(2006). Sztuka zarządzania sprzedażą. Serie wydawnicze: Exclusive. – Siudak M., Zarządzanie wartością przedsiębiorstwa, Oficyna Wydawnicza Politechniki Warszawskiej, Warszawa 2001. – Szumilak J.(red)(2005). Strategie rozwoju handlu, PWE, Warszawa. – Wycena i zarządzanie wartością firmy, Praca zbior. pod. red. A. Szablewskiego, R. Tuzimka, Wydawnictwo Poltext, Warszawa 2008. – Stoner J.A.F., Freeman R.E., Gilbert D.R., 2011 (lub inne wydania), Kierowanie, PWE.
Complementary literature	<ul style="list-style-type: none"> – Holmes C. Zarządzanie sprzedażą. Praktyki najlepszych. Wyd. MT Biznes, 2008. – Dowżycki A., Sobolewski H., Tłuchowski W., Restrukturyzacja, prywatyzacja i wycena przedsiębiorstw, Wydawnictwo Akademii Ekonomicznej, Poznań 2004. – Nogalski B., Zalewski H., Kapitał i wartość w procesie zarządzania przedsiębiorstwem, Wyższa Szkoła Administracji i Biznesu, Gdynia 1998. – Ostaszewski J., Analiza finansowa i wycena firmy EWG, Centrum Informacji Menedżera, Warszawa 1994.