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Dear All,

The year 2000 saw the first academic year opening ceremony of School of Economics and Computer Science, back then the youngest school in Cracow. That was the time when it was widely believed that only state universities represented high quality. Secondary school graduates were even advised not to choose non-state schools. On the one hand, that unfavourable evaluation of some non-state schools was right, it applied to those schools that focused on easy money making. However, numerous schools proved to be successful on that tough school market. The reports by the State Accreditation Commission – the body which monitors quality of school education – show the division of schools into the good and the bad ones but the criterion is different from the form of ownership: **good schools are those that are innovative and open to civilization-driven changes and adjusted to European standards but bad schools are those which are not flexible and stick to old and outdated principles or provide an ineffective and superficial education.**

Since the very beginning our school has had the strategy of highly-effective teaching and its key components are: **knowledge, skills and graduates’ attitudes** which are suited to **the job market needs** and the requirements of the democratic society. The strategy was inspired by the Bologna Process, which imposes the changes in higher education systems in the EU countries.

Appropriately, specializations and teaching methods as well as the range of options for students to choose were specified. The teaching programme is dominated by interactive forms such as **workshops, interactive classes, workshops for managers**, aimed at teaching entrepreneurship and practical skills. We also focus on shaping personal qualities of our students e.x. during interpersonal communication, negotiations and journalism workshops. At the same time, **the approach to student service** was changed from a purely administrative into a more advisory one open to individual needs and students’ problems.

The school is far from creating some irrelevant specialities or specializations like some business schools which educate nurses, engineers or paramedics but intends to continue its development through specializing in a well defined area of economic and IT knowledge well
adjusted to the requirements of business. Usefulness of our school’s policy is probably appreciated by those candidates who choose the school. Although numerous schools have noted a demographic decline, student intake into WSEI has remained on a high level, even higher than at other universities in Cracow with the same specialties. We receive more and more candidates with very good secondary school scores. Their decision to apply to our school was probably influenced by our students’ and graduates’ opinions.

The teaching quality of our school has been evaluated twice by the Team of Experts of the State Accreditation Commission (2001 and 2007). The reports are available on the school’s website. Let me quote a fragment of the recent evaluation:

‘The school has successfully implemented its mission, strategy and especially its system of teaching quality management. As opposed to incidental teaching quality reviews in other schools, WSEI has got a consistent three-stage system that monitors teaching quality. The Team of Evaluators have observed a particular care demonstrated by the school’s authorities about teaching quality, and a practical hands-on preparation of the school’s students and graduates is one of the school’s strengths.’

I quoted the above to convince You that our school is the right choice. However, our study programme is aimed at ambitious and hard-working candidates. I recommend thinking over the choice of studies as it will affect Your life and career in the future.

I wish all the candidates who will choose our school all the best while studying and I hope they will fit in our school environment well and take advantage of being part of the student community wonderfully located near the symbols of the national heritage such as Barbican, Cloth Hall, or St. Mary’s Church.

Yours faithfully,
Prof Aleksander Kowalski Ph.D.
The Mission and the Goals of the School

School of Economics and Computer Science (Wyższa Szkoła Ekonomii i Informatyki) in Cracow was established on the basis of the Ministry’s of Education formal statement no. DNS-1-0145-122/TT/2000 of 14th April 2000 and was assigned number 39 in the national registry of non-state schools. The concept of establishing the school was put forward by a well-known Cracow’s consulting and training firm for academic personnel - Consulting and Training Institute Sp. z o.o. Several-year consulting experience of the firm in providing services to businesses and public institutions allowed the school to acquire a suitable practical profile.

The core Mission of the school is to train IT and Management specialists according to the current market’s needs concerning innovation and entrepreneurship as well as the future job market including the European market. Consequently, appropriate education goals were set and here are the most vital ones:

**Priority 1** – focus on knowledge suited to the European education standards allowing our graduates’ qualifications to be widely recognized. **How to achieve it:** the curriculum was designed in accordance with the directions provided by the English accreditation institution, Edexcel International; we are continually developing our international activities including: academic personnel exchanges, academic conferences and open lectures by well-known specialists, foreign study programmes, adjustment of study programmes to the Bologna Process.

**Priority 2** – creating professional specializations adjusted to the job market needs, aimed at shaping business profiles and skills. **How to achieve it:** curricula for these specializations are consulted with the Patronage Board of the school consisting of managerial personnel and representatives of job centers; classes are run by hands-on specialists; students are offered trainings both in Poland and abroad; as for methodology of teaching, interactive class forms prevail, case study workshops, interactive workshops, introduction into seminars and seminars computer lab classes, management skills workshops run in a simulation company and design workshop room.

**Priority 3** – preparing students to enter the job market and assisting graduates with finding a job and raising their qualifications. **How to achieve it:** workshop classes are run – ‘start your career’; the job market is monitored by the school’s ‘career center’ which publishes job offers; job fairs are organized to assist graduates in their job search; the school cooperates with local firms and institutions in order to provide students with training opportunities; the school’s graduates are also allowed to attend post-graduate courses and trainings for a special discounted price.

**Study programme**

The school study programme includes bachelor’s degree programmes, which according to the concept of the European Higher Education - constitute the core of the higher education which enables students to continue with Master’s degree and then Ph.D. study programmes. The goal of
the bachelor’s degree study programme is to obtain appropriate qualifications which ensure a stable professional career suited to the job market needs. Master’s degree study programme, on the other hand, provides the upgrade to the core education and focuses more on academic research.

The study programme comprises six semesters and includes two courses: ‘Management’ and ‘Computer Science and Econometrics’. Students of the former course may select nine professional specialties, students of the other course may select five professional specialties.

Students’ timetable for each course consists of two programme segments, considering methodological and subject matter relationships between classes. The first segment – which covers core and specialization subjects in the 1st, 2nd and 3rd semesters- has the programmes obligatory for all the specializations. The second segment is the specialization programme in the 4th, 5th and 6th semesters. Each segment’s programme includes obligatory subjects and optional subjects, which allow students to select the subject according to their prevailing interests and skills. Each study programme is based on the extended foreign language programmes and supported by teaching programmes of philosophy, sociology, history of art and journalism.

Having passed all the required tests and examinations as well as having done a professional training and having submitted their bachelor’s theses, students are allowed to sit the final bachelor’s degree examination (thesis dissertation). Successful dissertation means successful graduation.

As the study programme is adjusted to the Ministry’s requirements, graduates are allowed to start further education and study for Master’s degree. To provide students with this opportunity the school signed the adequate agreement with Cracow’s University of Economics, Jagiellonian University, University of Science and Technology in Cracow, as well as international universities in England, Ireland, Denmark, Germany and the USA. Therefore WSEI graduates may obtain diplomas from two schools.

Courses, specialties and specialization subjects

Course: IT and Econometrics Its study programme is very innovative and each specialty comprises two modules: IT module and econometrics module. IT module covers the programme which is typical of the Faculty of ‘IT’. Econometrics module completes graduate’s knowledge with the issues of economics, finance, econometrics and forecasting. Thanks to the above teaching concept a graduate acquires versatile skills which enable them to manage IT areas in companies and public institutions. Thus, they become more competitive on the job market for IT graduates, who later often need to upgrade their qualifications by studying economics in postgraduate programmes.
Specialty: COMPUTER NETWORK ADMINISTRATION AND SYSTEM SECURITY

Here students acquire **practical knowledge and skills** in the area of design, network infrastructure maintenance and management; local network design and configuration in a company and linking it to global network. **Graduates may seek employment** in companies and institutions as network administrators, programmers, webmasters, IT system security administrators.

**Major specialization subjects:**

- Algorithms and Complexities
- Programming Methods and Languages
- Databases
- Information Systems Design
- Operational Systems
- Network Technologies
- Computer Graphics and Multimedia Technologies
- Managing Computer Networks
- Managing Web Servers
- Computer Systems Security
- Design and Implementation of Local Area Networks
- Computer Network Infrastructure
- Security of ICT Systems
- Security in E-business

Specialty: INFORMATION TECHNOLOGY IN A COMPANY AND E-BUSINESS

Students in this specialty gain **knowledge and practical skills** in the field of managing companies with the use of new tools and information technologies, e.g. programming languages, networks and equipment. They learn how to design algorithms, data structures; manage information; computerize a company; manage computer networks; implement decision support systems, expert systems and management systems; use Internet technologies to run an e-business. Graduates can work in various companies and institutions in positions dealing with management information systems. They also have factual and practical knowledge of how to run an e-business.

**Major specialization subjects:**

- Algorithms and Data Structures
- Operational Systems
- Network Technologies
- Computer Systems Architecture
Specialty: **COMPUTER SCIENCE AND FINANCIAL ENGINEERING**

Students in this specialty gain **knowledge and practical skills** in the field of using computer simulation and forecasting models as well as optimization models for financial decision making. They are also being taught how to prepare financial engineering analyses and evaluations, e.g. financial analysis; technical, fundamental and portfolio analysis of stock exchange; valuation of main and derivative (capital) financial instruments; financial, insurance and credit risk assessment. Graduates can therefore work in banks, stock broking and brokerage houses, investment funds, stock exchange, insurance companies and consulting companies.

**Major specialization subjects:**

- Programming Methods and Languages
- Databases
- Information Systems Design
- Economic Modelling and Forecasting
- Analysis and Evaluation of the Financial Situation of a Company
- Financial Econometrics
- Financial Markets, Instruments and Institutions
- Valuation Methods for Financial Instruments (main and derivative)
- Investment Strategies on the Financial Market
- Financial Risk Evaluation Methods
- Technical and Fundamental Analysis
- Statistical Methods for Building a Portfolio of Securities
- Computer Simulations

Specialty: **INFORMATION SYSTEMS AND DATABASES**
Students in this specialty gain **knowledge and practical skills** in the field of designing specific applications for information systems; creating, testing, choosing and modifying software; staff training; various types of databases and data warehouses management; company data analysis and providing information for forecasting the future. Graduates can work in various companies and institutions, especially in IT and consulting companies as databases and information systems specialists.

**Major specialization subjects:**

- Computer System’s Architecture
- Programming Methods and Languages
- Databases
- Designing Computer Systems
- Operating Systems
- Web Technologies
- Computer Graphics and Multimedia Technologies
- Advanced Databases
- Database Applications in a Distributed Environment e.g. Java, PHP
- Data Warehouses and Data Exploration Systems
- Server Operating Systems
- Database Management
- Decentralized and Agent-based Systems
- Embedded systems

**Specialty: DESIGNING AND MANAGING WEBSITES**

Students in this specialty gain **knowledge and practical skills** in the field of website design and management; computer modelling and animation; digital technology and multimedia presentations; SEO. Graduates can work in Internet and media companies, advertising agencies, marketing and advertising departments. They can also run their own business e.g. in the field of multimedia technologies in advertising or website design and management.

**Major specialization subjects:**

- Computer Systems Architecture
- Programming Methods and Languages
- Databases
- Information Systems Design
- Internet Technologies
- Computer Graphics
- Multimedia Technologies

NEW !
Course: MANAGEMENT program of studies in this area covers a broad spectrum of specialties, thus providing great potential for individualised study. It is expected to provide students with the choice of “hard” specialisation based on knowledge within the realms of financial capital markets, international business, accounting, investment and real estate and also “soft” specialisations which to a large degree are based upon knowledge of social humanities, incorporating issues of managerial psychology, marketing, public relations, personnel management, tourism management, communication and negotiation.

Specialty: CONTROLLING AND CORPORATE FINANCIAL MANAGEMENT

Students of this specialty gain knowledge and practical skills in the implementation of company controlling, financial analysis and preparation of business plans, developing financial strategies, business banking services. Graduates may undertake work in the financial and controlling departments of enterprises, banks, insurance companies, brokerage offices, investment funds, consulting companies. They are also prepared for their own investment activities in the sphere of finance, such as the stock exchange or investment funds.

Major specialization subjects:
- Business Finance and Capital Management
- Controlling in Business
- Managerial Accounting, Costing
- Strategies and Procedures for Financial Investments
- Financial Controlling
- Financial Analysis of Business Management
- Entrepreneurship and Business Plans - Business Simulation
- International Finance and Accounts
- Banking Services for Companies
- Economic Review (audit)

Specialty: INVESTMENTS AND REAL ESTATE
Students gain knowledge and practical skills in preparing information and documentation to the management of investment projects, real estate management, development of real estate market analysis and marketing strategies, conduct the necessary documentation and the negotiation and customer service. Graduates may undertake work in design offices, investment firms, construction companies, property developers, real estate offices, insurance companies, banks, government bodies and local government. Completion of this specialization allows graduates, after having achieved the relevant work experience, to obtain a license in two occupations listed in the Regulations of Real Estate Management as a real estate agent and property manager.

Major specialization subjects:
- Legal Aspects of Real Estate
- Finance
- Foundations of Building and Engineering Surveying
- Land Management
- Real Estate Assessment Methods
- Managing the Investment Process
- Property Management
- Market and Real Estate Turnover
- Real Estate Economics
- Housing Economics
- Economics and Organization of the Building Company
- Entrepreneurship and Business Plans: Business Simulation

Specialty: MANAGEMENT AND OPERATION OF TOURISM

Students of this specialty gain knowledge and skills in the organization of tourism, customer service in tourism, economic and financial analysis, strategy and marketing research, to work at different levels of management and development of the necessary information and documentation in travel agencies and the hotel business. Graduates of this specialization, being prepared in terms of methods and management techniques have much wider employment opportunities than graduates strictly of tourism or leisure studies. They may undertake work in travel agencies, hotels, resorts and sporting events, public institutions involved in managing tourism. They may also, under certain conditions, apply for a tourist guide licence.

Major specialization subjects:
- Public Safety
- Market Research
- Communication and Negotiation
- Methods and Techniques of Tourism Service
- Tourism Law
- Hotel Enterprise Management
- Interpersonal Training
• Information Management and Business
• Economics and Organization of the "Travel Agency"
• International Marketing
• Public Relations and Media
• Propaedeutics Work as a Tourist Guide
• International Finance and Accounts
• International Transport and Forwarding

Specialty: **PSYCHOLOGY IN BUSINESS**

Students of this specialty gain knowledge and skills in the development and implementation of incentive systems, negotiation and conflict resolution, effective advertising and work with the client. Graduates of this specialization may take up employment in business, public institutions, consulting companies, advertising and PR agencies in the capacity of negotiators, managers, communication and organization, personnel management specialists, sales and advertising.

Major specialization subjects:

• Work Psychology and Motivation
• Psychology of Sales
• Communication and Negotiation
• Interpersonal Training and Mediation
• Public Relations and Media
• Fundamentals of Managerial Psychology
• Coaching
• Market Research
• Organizational Behavior
• Market Research
• International Marketing
• Entrepreneurship and Business Plans: Business Simulation

Specialty: **ACCOUNTING IN ENTERPRISE MANAGEMENT**

Students of this specialty gain knowledge and skills in the area of accounting use in business management, in particular: keeping accounts, financial reporting, preparation of accounting information necessary to manage the assets and liabilities and tax compliance, preparation of financial analysis and business plans; use of cost calculations and management accounting tools in the assessment of financial risk in enterprise. Graduates may undertake work such as in the financial and accounting departments of companies and institutions, the cells of management accounting, tax offices, accounting offices, and consulting. Especially in small companies they may, after a period of apprenticeship, be responsible for overall financial problems – Accounting.
Major specialization subjects:

- Basic Accounting
- Financial Accounting
- Tax Accounting
- Company Finance and Capital Management
- International Financial Reporting Standards
- Managerial Accounting and Cost Accounting
- Advanced Management of Accounting Methods
- Information Management in Business
- Financial Analysis of Business Management
- Economic Review
- Economic Law
- Banking Services for Companies
- International Finance and Accounts
- Entrepreneurship and Business Plans: Business Simulation

Specialty: **ADVERTISING AND SALES MANAGEMENT NEGOTIATIONS**

Students of this specialty gain knowledge and skills in the field of marketing research and to identify customer needs, develop strategies for effective negotiation and communication with customers, advertising and sales presentation, organization and documentation of sales. They may take up a job in sales and marketing departments of companies, advertising agencies, the cells involved in trade negotiations, in particular, they are prepared for self-management of advertising and marketing in small business.

- Quality Management
- Marketing Research
- Processes of Information Management

- Psychology of Sales  
- Methods and Techniques of Advertising
- Organization and Documentation of Sales
- Public Relations and Media
- Communication and Negotiation
- International Marketing
- Entrepreneurship and Business Plans: Business Simulation

- Photography and Commercial Film Workshops (film digital techniques lab)
Specialty: **COMPANY MANAGEMENT AND MARKETING**

Students of this specialty gain knowledge and practical skills in various management functions, in particular: the construction of a marketing plan, conducting market research, preparing advertising campaigns, information management, implementation of decision support systems, sales management and customer relations, management of government branches and offices boards. Graduates may undertake work in sales and marketing departments of enterprises, public institutions, offices of boards of companies, advertising agencies, commercial firms. They are also prepared to set up their own family business.

**Major specialization subjects:**
- Organizational Behavior
- Project Management
- Quality Management
- ICT in management
- Marketing Research
- Information processes in management
- Decision support systems, decision making games
- Entrepreneurship and business plan - Business Simulation
- Marketing in the enterprise
- PR and media
- Interpersonal training, mediations
- Communication and negotiations
- Psychology of sales
- Organization and documentation of sales

Specialty: **STAFF MANAGEMENT AND SOCIOLOGY OF WORK**

Students of this specialty gain knowledge and practical skills in the labor market analysis, recruitment, selection and professional development of staff; shaping positive relationships in teams of workers, the construction of incentive systems and remuneration systems, record-keeping of personnel data and payroll, accounting of time and labor costs, personnel controlling. They may, therefore, take up a job in the personnel departments of enterprises and institutions, employment offices, employment offices, career offices and human resource consulting firms, trade unions and social organizations.

**Major specialization subjects:**
- Human Resources Management
- Institutions and instruments of a labor market
- Sociology of work
- Labor law and labor protection
- Communication and negotiations
- Interpersonal training, mediations
- Staffing and payroll documentation
- Systems of wage and labor costs
Students acquire knowledge and practical skills in the area of utilizing cutting-edge tools and information technologies to manage a business. They learn how to manage information, implement information technology solutions into a company, implement decision making systems, manage IT enterprise and use Internet technologies while running e-business.

Graduates may be employed as IT systems specialists supporting company management in various institutions. They are theoretically and practically prepared to run e-businesses as well.

Major subjects:
- Law
- Project management
- Information processes in management
- IT systems supporting management
- Company finance and capital management
- Marketing
- HR management
- Organizational behaviour
- IT systems in e-business

Specialty: INTERNATIONAL TRADE AND BUSINESS MANAGEMENT (do wycięcia)

Students of this specialty gain knowledge and practical skills in the organization and documentation of import and export, freight forwarding and international transport, international business management, development and implementation of investment strategies in international business, marketing strategies and international accounts. Graduates, having been trained for management, may undertake employment in enterprises engaged in foreign trade, the companies involved in international advertising and marketing, consulting companies, agencies and public offices, dealing with management and promotion of foreign investment.

Major specialization subjects:
- International Management
- Organization and documentation of foreign trade
- Managing the multinationals
- International finance and accounts
- International transport and freight forwarding
- International marketing
- Managerial accounting
WSEI graduate profile

Beginning my studies at the School of Economics and Computer Science, I did not realize how the school will influence my future life. Here began my educational and professional adventure. While studying at WSEI I simultaneously continued my studies at the Jagiellonian University (Faculty of Law and Administration, Faculty of Management and Communication). But it was at WSEI, where I first began to gain my educational laurels - Educational Enterprise Foundation n Lodz Scholarship, and in the field of organizational work - at the Students’ Union, and the student representation in the Senate of WSEI.

Combining the knowledge gained during my studies with professional work I began to familiarize myself with the structure and the rules of functioning of European Union policies and the distribution of funding under the Structural Funds. The opportunity to stimulate business development within the operational programs has become my professional passion and my hobby.

Becoming a consultant with the Polish Agency for Enterprise Development in the KSU network I received the accreditation for the provision of information services, consulting, pro-innovation and training. Acquired knowledge and qualifications allow me to get to know the characteristics of the SME sector and to help entrepreneurs develop their business.

While developing as a professional I have not forgotten about teaching. As a practitioner I pass on my knowledge to students of WSEI and WSZIB, at the same time working on my PhD.

I present publications arising from empirical verification of problems of entrepreneurs in Poland in prestigious journals such as the nationwide EuroEkspert, Innovative Start, etc. My academic work meets with the recognition of the scientific community, the best proof of which is the first prize awarded to me for the best paper in the Section: Economic Studies at the Fourth Krakow Conference of Young Scholars in September 2009.

Thanks to the trust of entrepreneurs, who I help during the consultations in the Technology Transfer Center of the Polytechnic University in Krakow, I picked up the title of the Best Consultant in a nationwide network of the National System of Services of the Polish Agency for Enterprise Development.

My plans for the future? To study, to learn and pass on the knowledge to my students, prospective and existing businesspeople, so that they could take advantage of the benefits of the surrounding reality and convert it into a success story.

Zofia Gródek
Accredited Adviser
POSTGRADUATE STUDIES

An organizational unit which coordinates the overall continuing education of managers is the Institute of Managerial Studies. Postgraduate studies are the most important form of education. MA, BA or equivalent holders who wish to broaden and update their knowledge can benefit from them. This is especially true for managers, financiers, government employees, but also to teachers, professionals and even doctors. These studies offer the possibility of "restructuring" the qualifications of persons who, in spite of holding a higher education diploma, have difficulty finding a job in the their profession. WSEI Graduates can get a 50% discount on school fees.

In the academic year 2009/2010, WSEI has introduced three new specialties:

- E-Marketing
- Managing public finance sector units
- Coaching management

Other specialties:
- Controlling and Managerial Accounting
- Internal control and audit
- Assistance in real estate *
- Preparation, management and evaluation of European projects
- Accounting and finance companies in the light of IAS / IFRS
- Advertising and Public Relations
- Computer networks and Internet technologies
- Management and marketing company
- Property Management *
- Management of health services

According to the amendment of the Law of Real Estate Management, completion of postgraduate studies and professional practice authorizes to apply for a professional license in the field of real estate agents and licensed professional practice in real estate management without having to take the state exam.

In addition to the Postgraduate studies the Institute organizes open lectures and readings by prominent economists, politicians and managers. Participants in these meetings are students, university staff, company representatives, secondary school students and teachers.

 Guests of the school include Professor Grzegorz W. Kolodko (Globalization, transformation and economic development in Poland), Professor Kazimierz Poznanski, University of Seattle in the U.S. (The controversy over privatization of the Polish economy), Professor Jerzy Hausner, Deputy Prime Minister (Quality of governance - Poland closer to the European Union), Dr. Francis Gaik, CEO of “Zasada” SA (Marketing mix instruments in implementing the company’s marketing strategy), Professor Jacek Purchla, Director of the International Cultural Center (Heritage and development.
The experience of Cracow), Dr. Jaroslaw Pietras, Minister for European Affairs (State of Polish preparations for membership in the European Union), Professor Danuta Hübner, Commissioner for Regional Policy, European Union (Benefits and costs of Polish accession to the Union).

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Students’ Organization at WSEI

WSEI has its Students’ Organization. The scope of the SO activity is so wide that each student can find something of interest, as well as find help in solving various difficult problems of living or education. The main directions of activities of the organization are sporting and cultural events, charitable events, editing the student “Smart” newspaper, scientific circles and student academic conferences, organizational and living matters, animating social life. It also organizes various workshops, where students can improve knowledge and skills and develop interests, which go beyond the framework of plans and programs of study. These include journalism workshops, interpersonal training, workshops on entrepreneurship and active forms of job search “Start to a career."

The major initiatives taken by the Students’ Organization in recent years comprise:

- charitable events (including collection of gifts and money for orphanages in Poland, fund raising for children in the Central African Republic)
- winter training and integrating trips to Zawoja (including sporting activities and workshops on personal development)
- the organization of the computer game tournament "Counter-strike"
- blood donation
- meetings with prominent figures of business and culture (including Ewa Drzyzga, Dorota Wellman, Robert Gorski)
- sports (such as intercollegiate volleyball tournament, an annual ski camp, dance courses, self-defense courses, a climbers’ club)
- Juvenalia and ’The Nicest Student’ contest

WSEI is located in the centre of Krakow, close to many theaters, cinemas, museums, concert halls and pubs, clubs and cafes, which facilitates the union activities. Moreover, in the basement of the school there is a student club “Grota” (a cave). This creates the possibility of proper rest and unwinding after classes, tests and exams. It is here that ideas of interesting student initiatives come
into being, first friendships are struck up, entertainment events such as the St. Andrew’s evening parties, meetings with Santa Claus or student induction events – Otrzesiny, are held.

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