



Ministerul Educației, Cercetării, Tineretului  
și Sportului  
Universitatea Babeș - Bolyai  
Facultatea de Business  
Str. Horea nr. 7  
400174, Cluj-Napoca  
Tel: 0264 599170  
Fax: 0264 590110  
E-mail: [tbs@tbs.ubbcluj.ro](mailto:tbs@tbs.ubbcluj.ro)  
Web: [www.tbs.ubbcluj.ro](http://www.tbs.ubbcluj.ro)



## SYLLABUS

Academic year 2016-2017

### 1. Information regarding the programme

1.1. Higher education institution	Universitatea Babeș-Bolyai
1.2. Faculty	Business
1.3. Department	Servicii de Ospitalitate
1.4. Field of study	Administrarea Afacerilor
1.5. Study cycle	Master
1.6. Study programme / Qualification	MH (Master)

### 2. Information regarding the course

2.1. Name of the course	<b>COMMERCIAL AND INSURANCE CONTRACTS IN INTERNATIONAL HOSPITALITY AND TOURISM</b>						
2.2. Course coordinator	Conf.dr. Marius Dan Gavriletea						
2.3. Seminar coordinator	Conf.dr. Marius Dan Gavriletea						
2.4. Year	II	2.5. Semester	I	2.6. Evaluation	E	2.7. Type	<b>Mandatory</b>

### 3. Estimated time

3.1. Hours per week	4	From which: 3.2. course	2	3.3. seminar	2
3.4. Total hours	28	From which: 3.5. course	14	3.6. seminar	14
Total time					<b>56 ore</b>
Learning using manual, course support, bibliography, course notes					20
Additional documentation (in libraries, on electronic platforms, field documentation)					15
Preparation for seminars/labs, homework, papers, portfolios and essays					10
Tutorship					5
Evaluations					1
Other activities:	Exam preparations				5
3.7. Individual hours					<b>56</b>
3.8. Total hours per semester					<b>28</b>
3.9. Credits					<b>4</b>

#### 4. Precondition (if necessary)

4.1. curriculum	n/a
4.2. competences	Nu este cazul

#### 5. Conditions (if necessary)

5.1. For the course	n/a
5.2. For the seminar /lab activities	Rooms with computers and projectors

#### 6. Specific competencies acquired

Professional competencies	<p>At the end of this course students must be able to:</p> <ul style="list-style-type: none"> <li>• use and understand the commercial and insurance principles</li> <li>• communicate in specialized language</li> </ul>
Transversal competencies	<ul style="list-style-type: none"> <li>• applying rigorous and efficient work rules, evidence of responsible attitudes and teaching science to optimally creative potential of their own specific situations with the principles and rules of professional ethics;</li> <li>• an efficient and effective organized team activities; effective use of information sources and communication resources and training assistance, both in Romanian and in a foreign language;</li> </ul>

#### 7. Objectives of the course (outcome of the acquired competencies)

7.1. General objective of the course	<ul style="list-style-type: none"> <li>• Importance of International Insurance in Hospitality Industry and Tourism</li> </ul>
7.2. Specific objective of the course	<ul style="list-style-type: none"> <li>• Awareness of the importance of the international insurance in Hospitality Industry and Tourism</li> <li>• Knowing International Insurance aspects</li> <li>• Knowing the most important international insurance in hospitality industry and tourism</li> <li>• Knowing the compensation principles and methodology</li> </ul>

#### 8. Content

8.1. Curs	Metode de predare	Observații
1. INTRODUCTIVE OF THE INSURANCE CONTRACTS	Oral presentation Multimedia techniques	Insurance Representatives will offer practice examples
2. ROLE OF EXTRA CLAUSES		

3. REQUESTING FORM		
4. RISK INSPECTION		
5. SPECIFIC CONTRACTS – HOSPITALITY INDUSTRY		
6. SPECIFI CONTRACTS - TOURISTS		
7. LOSS COMPENSATION PROCESS		

REFERENCES	<p><b>Mandatory references</b></p> <ol style="list-style-type: none"> <li>1. Pritchett T., Schmit J. – Risk Management and Insurance, West Publishing US, 1996</li> <li>2. Rejda G. – Principles of Risk Management and Insurance, Pearson Education NY 2009</li> </ol> <p><b>Optional references</b></p> <ol style="list-style-type: none"> <li>1. The Alternative Markets Division – Glossary of Alternative Markets Terms</li> <li>2. Appleby Spurling &amp; Kempe – Rent a Captive Revisted</li> <li>3. Arnaud D. – The Language of Insurance, Ed. ARS Long 1997</li> <li>4. Bawcutt P. – Captive Insurance Companies, Ed. RIRG, Londra 1999</li> <li>5. Business Insurance Mai 2000 - Number of captive growing in most domiciles</li> <li>6. Canter M. &amp; Cole J.B. – Insurance Derivatives. Journal of Applied Finance –1997</li> <li>7. The Changing Face of the Independent Agency – Best Review , September 2000</li> <li>8. Codul Civil</li> <li>9. Constantinescu D – Management financiar în asigurări, Ed. Semne București 1999</li> <li>10. Constantinescu Dan – Asigurări și reasigurări, Ed. Bren București 1999</li> <li>11. Goch Lynna – Reinsurers Are Taking on New Risks, Best Review , Febr. 2001</li> <li>12. Heins R., Williams A. – Risk Management and Insurance, Mc. Graw Hill, New York 1985</li> <li>13. Pollner John – World Bank Studies, Financial and Fiscal Instruments for Catastrophe Risk Management, 2012</li> <li>14. Pritchett T., Schmit J. – Risk Management and Insurance, West Publishing US, 1996</li> <li>15. Rejda G. – Principles of Risk Management and Insurance, Pearson Education NY 2009</li> <li>16. Rethinking the Rules – Best Review March 2001</li> <li>17. Sigma Studies – 2015, 2016</li> </ol>
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8.2. Seminar / laborator	Metode de predare	Observații
<p><b>1. - Special elements related to insurance</b></p> <p><b>2. - Risk covering options</b> - Extra clauses option – terms of applying</p> <p><b>3. - the necessity of requesting form</b> - content of requesting form</p> <p><b>4. - Risk inspection specifics</b> - Strength and weakness – results of inspection</p>	<p>Oral presentation, interactive discussion</p>	<p>Students will have access to online subscribing process of an insurance and the way of fill in forms in case of loss compensation</p>

5. <b>Third party liability contracts – restaurants and hotels</b>		
6. - <b>Travel Health Insurance Contracts</b> - <b>Insolvency Insurance Contracts for Tourism Agencies</b>		
7 <b>Legal and specific terms of compensation in case of loss occurrence</b>		

Bibliografie	<p><b>Mandatory references</b></p> <ol style="list-style-type: none"> <li>1. Pritchett T., Schmit J. – Risk Management and Insurance, West Publishing US, 1996</li> <li>2. Rejda G. – Principles of Risk Management and Insurance, Pearson Education NY 2009</li> </ol> <p><b>Optional references</b></p> <ol style="list-style-type: none"> <li>1. The Alternative Markets Division – Glossary of Alternative Markets Terms</li> <li>2. Appleby Spurling &amp; Kempe – Rent a Captive Revisited</li> <li>3. Arnaud D. – The Language of Insurance, Ed. ARS Long 1997</li> <li>4. Bawcutt P. – Captive Insurance Companies, Ed. RIRG, Londra 1999</li> <li>5. Business Insurance Mai 2000 - Number of captive growing in most domiciles</li> <li>6. Canter M. &amp; Cole J.B. – Insurance Derivatives. Journal of Applied Finance –1997</li> <li>7. The Changing Face of the Independent Agency – Best Review , September 2000</li> <li>8. Codul Civil</li> <li>9. Constantinescu D – Management financiar în asigurări, Ed. Semne București 1999</li> <li>10. Constantinescu Dan – Asigurări și reasigurări, Ed. Bren București 1999</li> <li>11. Goch Lynna – Reinsurers Are Taking on New Risks, Best Review , Febr. 2001</li> <li>12. Heins R., Williams A. – Risk Management and Insurance, Mc. Graw Hill, New York 1985</li> <li>13. Pollner John – World Bank Studies, Financial and Fiscal Instruments for Catastrophe Risk Management, 2012</li> <li>14. Pritchett T., Schmit J. – Risk Management and Insurance, West Publishing US, 1996</li> <li>15. Rejda G. – Principles of Risk Management and Insurance, Pearson Education NY 2009</li> <li>16. Rethinking the Rules – Best Review March 2001</li> <li>17. Sigma Studies – 2015, 2016</li> </ol>
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**9. Corroborating the content of the course with the expectations of the epistemic community, professional associations and representative employers within the field of the program**

<p><b>Students must know:</b></p> <ul style="list-style-type: none"> <li>- <b>Most types of insurances available in Romania</b></li> <li>- <b>Insurances specific elements</b></li> <li>- <b>Cases to be followed in case of mortgage/credit insurances</b></li> </ul>
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## 10. Evaluation

Tip activitate	10.1 criterii de evaluare	10.2 metode de evaluare	10.3 Pondere din nota finală
10.4. Curs	<ul style="list-style-type: none"> <li>• <b>Students must prove the fact</b></li> </ul>	<b>Projects during semester</b>	<b>70%</b>

	that they understood the principles of international insurances, insurance products and compensations		
10.5. Seminar/laborator	<ul style="list-style-type: none"> <li>Students must present a research related to international insurance in Hospitality Industry and Tourism</li> </ul>	Tests/projects	30%
10.6. Standard minim de performanță			
Basic requirements of an insurance contract, requesting forms, risk inspection			

**Date**

**Signature of course coordinator**

**Signature of seminar coordinator**

**10.06.2016**

**Marius Dan GAVRILETEA, PhD**

**Marius Dan GAVRILETEA, PhD**

**Date of approval**

**Signature of the Head of department**

**Cornelia Pop, PhD**