



## SYLLABUS

### Academic year 2024-2025

#### 1. Information regarding the programme

1.1. Higher education institution	Universitatea Babeş-Bolyai
1.2. Faculty	Faculty of Business
1.3. Department	Business
1.4. Field of study	Business Administration
1.5. Study cycle	Bachelor
1.6. Study programme / Qualification	Business Administration (English)

#### 2. Information regarding the course

2.1. Name of the course	Commercial Contracts						
2.2. Code	ILE0099						
2.3. Course coordinator	Lecturer Daniela CÎMPEAN, PhD						
2.4. Seminar coordinator	Lecturer Daniela CÎMPEAN, PhD						
2.5. Year of study	3	2.6. Semester	1	2.7. Type of evaluation	C	2.8. Type of course	elective

#### 3. Total estimated time (hours/semester of didactic activities)

3.1. Hours per week	3	Of which: 3.2. lecture	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	42	Of which: 3.5. lecture	28	3.6. seminar/laboratory	14
Time allotment:					ore
Learning using manual, course support, bibliography, course notes					12
Additional documentation (in libraries, on electronic platforms, field documentation)					12
Preparation for seminars/labs, homework, papers, portfolios and essays					5
Tutorship					2
Evaluations					2
Other activities:					-
3.7. Total individual study hours					33
3.8. Total hours per semester					75
3.9. Number of ECTS credits					3

#### 4. Prerequisites (if necessary)

4.1. curriculum	
4.2. competencies	

#### 5. Conditions (if necessary)

5.1. for the course	Lecture Hall equipped with video-projector, computer
5.2. for the seminar /lab activities	Room equipped with video-projector, computer



## 6. Specific competencies acquired

Professional competencies	C2 Providing assistance for running a company/an organisation as a whole
Transversal competencies	CT1 Implementing ethical principles, norms and values within one's own rigorous, efficient, and responsible strategy of work CT3 Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development

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

7.1. General objective of the course	✓ Initiating professionals in the field of business administration
7.2. Specific objective of the course	✓ Enable students to evolve in a professional way in the business environment

## 8. Content

8.1. Course	Teaching method	Remarks
1. Contract theory	Interactive lecture	- 4 hours
2. Sales contract	Interactive lecture	- 4 hours
3. Contract of mandate	Interactive lecture, exposure of documents	- 2 hours
4. Agency agreement	Interactive lecture, exposure of documents	- 2 hours
5. Work contract	Interactive lecture, exposure of documents	- 4 hours
6. Franchise agreement	Interactive lecture, exposure of documents	- 4 hours
7. Lease	Interactive lecture, exposure of documents	- 4 hours



	<p><b>Bibliography:</b></p> <ol style="list-style-type: none"> <li>1. Course written by the course coordinator</li> <li>2. Liviu Stanciulescu, Vasile Nemes, <i>Dreptul Contractelor civile si comerciale in reglementarea noului Cod Civil</i>, Ed Hamangiu, 2013;</li> <li>3. Corneliu Turianu, <i>Curs de drept Civil. Contracte speciale</i>. Ed. Universitara, 2013;</li> <li>4. Razvan Dinca, <i>Contracte civile speciale în noul Cod Civil</i>, Ed. Universul Juridic, 2013;</li> <li>5. Stanciu D. Carpenaru. <i>Tratat de drept comercial roman</i>, Editia a V - a actualizata, Ed Universul Juridic, Bucuresti, 2016.</li> <li>6. Madalina Afrasinie, Mona Lisa Belu Magdo, Alexandru Blleoanca, Dragos Calin, Dana Cigan, Marius Cosma, Mirela</li> <li>6. Croitoru, Veronica Danaila, Gheorghe Durac, Marius Eftimie, Eugenia Florescu, <i>Noul Cod Civil. Comentarii, doctrina și jurisprudenta</i>, vol.III, Ed. Hamangiu 2013</li> <li>7. Florin Moțiu, <i>Contractele special</i>, Ed.Universul Juridic, București, 2015</li> <li>8. Răzvan Dincă, <i>Contracte civile speciale în noul Cod Civil</i></li> <li>9. Ed. Universul Juridic, București, 2013</li> </ol>
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8.2. Seminar	Teaching method	Remarks
1. Brief introductory considerations. Contract theory	Case Studies	<ul style="list-style-type: none"> <li>• 4 hours</li> </ul>
2. Sales contract	Case law analysis, in order to understand how to apply the theoretical notions assimilated at the lectures course	4 hours
3. Contract of mandate	Case law analysis, in order to understand how to apply the theoretical notions assimilated to course	<ul style="list-style-type: none"> <li>• 2 hours</li> </ul>
4. Agency agreement	Exercises, group work	<ul style="list-style-type: none"> <li>• 2 hours</li> </ul>
5. Work contract	Case Studies	<ul style="list-style-type: none"> <li>• 4 hours</li> </ul>
6. Franchise agreement	Exercises, Case Studies	<ul style="list-style-type: none"> <li>• 4 hours</li> </ul>
7. Lease	Case studies	4 hours
8. Trading companies merger and division	Group work	<ul style="list-style-type: none"> <li>• 4 hours</li> </ul>



Bibliography	<p><b>Bibliography:</b></p> <ol style="list-style-type: none"><li>1. Course written by the course coordinator</li><li>2. Corneliu Turianu, <i>Curs de drept Civil. Contracte speciale</i>. Ed. Universitara, 2013;</li><li>3. Razvan Dinca, <i>Contracte civile speciale în noul Cod Civil</i>, Ed. Universul Juridic, 2013;</li><li>4. Stanciu D. Carpenaru. <i>Tratat de drept comercial roman</i>, Editia a V - a actualizata, Ed Universul Juridic, Bucuresti, 2016.</li><li>5. Madalina Afrasinie, Mona Lisa Belu Magdo, Alexandru Blleoanca, Dragos Calin, Dana Cigan, Marius Cosma, Mirela Croitoru, Veronica Danaila, Gheorghe Durac, Marius Eftimie, Eugenia Florescu <i>Noul Cod Civil. Comentarii, doctrina și jurisprudenta</i>, vol.III, Ed. Hamangiu 2013</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**

- The course is set up after discussions with practitioners in Corporate & Commercial Law
- The course content is similar to courses from Romanian universities.

**10. Evaluation**

- The same evaluation criteria hold for all exams sessions;
- It is mandatory to reach minimum 50% from the points that can be obtained during the semester.
- In order to be able to cumulate the points obtained during the semester, it is mandatory to obtain minimum 5 (five) in the final exam.

Type of activity	10.1 Evaluation criteria	10.2 Evaluation method	10.3 Share in the grade (%)
10.1. Course	Understanding of key concepts	Final exam	50 %
10.2 Seminar	Test	Written test	20%
10.4 Seminar	Presentation		20%
10.5 Seminar	Activity at the seminar		10%

Note: the same examination requirements will apply for the repeating exam(s)

**10.6. Minimum performance standards**

- Understanding the concepts presented in the course for a properly application to practical situations

**Date**  
**10.04.2024**

**Course coordinator**  
**Lect.dr. Daniela CÎMPEAN**

**Seminar coordinator**  
**Lect.dr. Daniela CÎMPEAN**

**Date of approval**  
**12.04.2024**

**Head of department**  
**Prof.dr. Ioan Cristian CHIFU**