



SYLLABUS

Academic year 2022-2023

1. Data on the curriculum

1.1 Higher education entity	Babes-Bolyai University
1.2. Faculty	Faculty of Business
1.3. Department	Business
1.4. Field of study	Business Administration
1.5. Cycle of studies	Master
1.6. Syllabus / Qualification	Business Administration in Hospitality and International Tourism

2. Data on the teaching line

2.1. Teaching line denomination	Commercial Contracts in International Hospitality and Tourism						
2.2. Code	IME0063						
2.3. Course activities holder	Lect. Daniela CÎMPEAN, Ph. D.						
2.4. Seminar activities holder	Lect. Daniela CÎMPEAN, Ph. D.						
2.5. Year of study	I	2.6. Semester	I	2.7. Assessment type	E	2.8. Teaching line condition	Compulsory

3. Estimated total time (hours by semester of didactic activities)

3.1. Number of hours / week	2	Of which: 3.2. course	1	3.3. seminar/laboratory	1
3.4. Hours total of the curriculum	28	Of which: 3.5. course	14	3.6. seminar/laboratory	14
Distribution of the time fund:					hrs
Study by the manual, learning aid, bibliography and notes					28
Supplementary documentation in the library, on the specialty electronic platforms and in the field					14
Preparation of seminars/laboratories, themes, abstracts, portfolios and essays					14
Tutorship					2
Examinations					4
Other activities					10
3.7. Total hours of individual study					72
3.8. Total hours by semester					100
3.9. Number of credits					4

4. Preconditions (where applicable)

4.1. Of curriculum	
4.2. Of competences	Not applicable

5. Conditions (where applicable)

5.1. Of the course running	Computer - projector
5.2. Of seminar/laboratory development	Computer - projector



6. Accumulated specific competences

Professional competences	<p>- The use of the contract in a professional manner, as basic instrument in business, including the field of hospitality;</p> <p>- The ability to use in practice in a correct manner, various types of contracts which are specific to the field of hospitality;</p> <p>- To acquire the competence to regulate by contracts adequate, balanced work rules, with the observance of the specificity of the reference domain, business management, to protect oneself under the terms of the law in business relations;</p>
Transversal competences	<p>- The ability to understand the role of the work instrument called contract in the activity protection and in providing an adequate framework for its running.</p>

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7. Teaching line objectives (coming out of the grille of accumulated competences)

7.1. General objective of the teaching line	Development of professionals in the field of business administration in hospitality industry
7.2. Specific objectives	The qualification to capitalize in a professional manner the contracts which are specific to the field of tourism from the position of future entrepreneurs in this line of business;

8. Contents

8.1. Course	Teaching methods	Observations
1-2. Theory of the Contract	Interactive presentation	
3. International Business Transactions	Interactive presentation	
4-5. International Sales Transactions. CISG	Interactive presentation	
6-7. Transport Contract	Interactive presentation	
8-9. Franchise Agreement	Interactive presentation	
10. Hotel Management Contract	Interactive presentation	
11. Time-sharing Contract	Interactive presentation	
12. The contract of Intermediation in Tourism	Interactive presentation	
13. Labor Contract	Interactive presentation	
14. Commercial Arbitration	Interactive presentation	
Bibliography	<ol style="list-style-type: none"> 1. Learning aid drawn up by the teaching line holder 2. J. DeRoos, J. Eyster, The Negotiation and Administration of Hotel Management Contracts, Pearson Custom Publishing, 2009 3. G. Stephen, Hotel Contract Negotiation, Tips, Tricks and Traps, general Books Publishing, 2011. 4. F. Motiu, Contracte speciale, Universul Juridic, Bucuresti, 2020. 	



	<ol style="list-style-type: none"> 5. A-T Stanescu, Dreptul transporturilor. Contracte specifice activitatii de transport, Ed. Hamangiu, Bucuresti, 2022. 6. M. Mocanu, Contractul de franciza, Ed. C.H Beck, Bucuresti, 2008. 7. R. Dinca, <i>Contracte civile speciale în noul Cod Civil</i>, Special Civil Contracts in the New Civil Code, Universul Juridic Publishing House, 2013; 8. 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 si jurisprudenta</i>, The New Civil Code. Comments, doctrine, jurisprudence, vol.III, Hamangiu Publishing House 2013 9. Stanciu D. Carpenaru. <i>Tratat de drept comercial roman</i>, Editia a V – a, Universul Juridic, Bucuresti Publishing House, 2016
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8.2. Seminar / laboratory	Teaching methods	Observations
1-2. Analysis of the compulsory elements of a contract, in general	Analysis on contracts models	
3. International Business Transactions	Case study. Application of theoretical notions acquired during the course	
4-5. International Sales Transactions. CISG	Analysis on international sales transactions in hospitality industry. Case study	
6-7. Transport Contract	Case study. INCOTERMS rules	
8-9. Franchise Agreement	Case study	
10. Hotel Management Contract	Case study	
11. Time-sharing Contract	Case study	
12. The contract of Intermediation in Tourism	Case study	
13. Labor Contract	Application of theoretical notions acquired during the course	
14. Commercial Arbitration	Case study	
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9. Corroboration of the contents of the teaching line with the expectations of the representatives of the epistemic community, professional associations and significant employers of the curriculum related domain

10. Assessment

- **The same evaluation criteria hold for all exams sessions;**
- **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.**

Activity type	10.1 Assessment criteria	10.2. Assessment methods	10.3. Importance in the final grade
10.4. Course	Acquirement and understanding of the issued approached by the course and seminar	Summative evaluation	50%
10.5. Seminar/laboratory	The capacity to value in a professional manner in practice the notions, principles, rules, the acquired legal entities in order to turn them into specific work instruments. The interest for individual training and for the understanding of the legal institutions introduced by the course	Presentation of case studies, abstracts on the themes discussed during the course - with a weight on their application in practice; each student will introduce a minimum of two case studies/abstracts ;	40%
10.5 Seminar/laboratory	Involvement in discussions during seminars		10%

Note: the seminar score is not sufficient to pass the final exam; to that aim, it is necessary that a minimum of 5 points be achieved at the final exam

The same examination requirements will be apply for the repeating exam(s)

10.6. Performance minimum standard ; understanding of the introduced notions and institutions in order to acquire the capacity of their use in practice



Filling in date
15.05.2022

Course holder signature
Lect.dr. Daniela CÎMPEAN

Seminar holder signature
Lect.dr. Daniela CÎMPEAN

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Department endorsement date

Department director signature

Prof.dr. Ioan Cristian CHIFU

