



SYLLABUS
Commercial Contracts
Academic year 2025-2026

1. Information regarding the program

1.1. Higher education institution	Universitatea Babeș Bolyai
1.2. Faculty	Business
1.3. Department	Business
1.4. Field of study	Business Administration
1.5. Study cycle	Bachelor
1.6. Study programme/Qualification	Business Administration/Bachelor in Economic Studies
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		Commercial Contracts				Discipline code		ILE0099			
2.2. Course coordinator			Lecturer Daniela CÎMPEAN, PhD								
2.3. Seminar coordinator			Lecturer Daniela CÎMPEAN, PhD								
2.4. Year of study		3	2.5. Semester		5	2.6. Type of evaluation		C	2.7. Discipline regime		compulsory

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

3.1. Hours per week	3	of which: 3.2 course	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	42	of which: 3.5 course	28	3.6 seminar/laboratory	14
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					8
Additional documentation (in libraries, on electronic platforms, field documentation)					8
Preparation for seminars/labs, homework, papers, portfolios and essays					7
Tutorship					2
Evaluations					2
Other activities:					6
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



6.1. Specific competencies acquired

Professional/essential competencies	<ul style="list-style-type: none">C2 Providing assistance for running a company/an organisation as a whole
Transversal competencies	<ul style="list-style-type: none">CT1 Implementing ethical principles, norms and values within one's own rigorous, efficient, and responsible strategy of workCT3 Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development

6.2. Learning outcomes

Knowledge	<p>The student has general knowledge in macro- and micro-economic areas with an impact on business life and activity</p> <ul style="list-style-type: none">The student possesses advanced knowledge of the rules and principles of law applicable in the business environment.
Skills	<p>The student is able to analyse the organisational environment so that the business can adapt to the requirements and challenges they identified; the graduate can recommend appropriate strategies, techniques, and methods for solving management problems related to its core functions.</p> <ul style="list-style-type: none">The student has the skills to apply legal regulations to solve practical legal and economic issues faced by participants in business law relations.
Responsibility and autonomy:	<p>The student is able to make decisions according to their position and to take responsibility towards higher hierarchical levels.</p> <ul style="list-style-type: none">The student is capable of using the studied legal regulations to outline the main stages in the establishment and functioning of companies as the primary participants in business law relationships.The student is capable of applying the studied legal regulations to solve practical situations faced by participants in the business environment.The student is able to adapt fundamental legal concepts necessary for organizing and conducting business in a practical context.



7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	<ul style="list-style-type: none"> Initiating professionals in the field of business administration
7.2 Specific objective of the discipline	<ul style="list-style-type: none"> Enable students to evolve in a professional way in the business environment

8. Content

8.1 Course	Teaching methods	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
Bibliography <ol style="list-style-type: none"> Course written by the course coordinator Liviu Stanculescu, Vasile Nemes, <i>Dreptul Contractelor civile si comerciale in reglementarea noului Cod Civil</i>, Ed Hamangiu, 2013; Corneliu Turianu, <i>Curs de drept Civil. Contracte speciale</i>. Ed. Universitara, 2013; Razvan Dinca, <i>Contracte civile speciale în noul Cod Civil</i>, Ed. Universul Juridic, 2013; Stanciu D. Carpenaru. <i>Tratat de drept comercial roman</i>, Editia a V - a actualizata, Ed Universul Juridic, Bucuresti, 2016. Florin Moțiu, <i>Contractele special</i>, Ed.Universul Juridic, București, 2015 Răzvan Dincă, <i>Contracte civile speciale în noul Cod Civil</i>, Ed. Universul Juridic, București, 2013 		
8.2 Seminar / laboratory	Metode de predare	Observații
1. Brief introductory considerations. Contract theory	Case Studies	4 hours
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	2 hours
4. Agency agreement	Exercises, group work	2 hours
5. Work contract	Case Studies	4 hours



6. Franchise agreement	Exercises, Case Studies	4 hours
7. Lease	Case studies	4 hours
Bibliography <ol style="list-style-type: none"> 1. Course written by the course coordinator 2. Liviu Stanculescu, Vasile Nemes, <i>Dreptul Contractelor civile si comerciale in reglementarea noului Cod Civil</i>, Ed Hamangiu, 2013; 3. Corneliu Turianu, <i>Curs de drept Civil. Contracte speciale</i>. Ed. Universitara, 2013; 4. Razvan Dinca, <i>Contracte civile speciale în noul Cod Civil</i>, Ed. Universul Juridic, 2013; 5. Stanciu D. Carpenaru. <i>Tratat de drept comercial roman</i>, Editia a V - a actualizata, Ed Universul Juridic, Bucuresti, 2016. 6. Florin Moțiu, <i>Contractele special</i>, Ed.Universul Juridic, București, 2015 Răzvan Dincă, <i>Contracte civile speciale în noul Cod Civil</i> , Ed. Universul Juridic, București, 2013		

9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program

<ul style="list-style-type: none"> • 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 are maintained for all exams sessions. The components of the evaluation process carried out during the semester cannot be recovered/redone in the examination sessions.
- To be able to accumulate the points obtained during the semester, it is mandatory to obtain a minimum of 5 (five) in the final exam (written/oral).

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Understanding of key concepts	Final exam (week 14)	50 %
10.5 Seminar/laboratory	Test	Written test (during the semester)	20%
	Case study	during the semester	20%
	Activity at the seminar	during the semester	10%
10.6 Minimum standard of performance			
<ul style="list-style-type: none"> • Understanding the concepts presented in the course for a properly application to practical situations 			

11. Labels ODD (Sustainable Development Goals)¹



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¹ Keep only the labels that, according to the [Procedure for applying ODD labels in the academic process](#), suit the discipline and delete the others, including the general one for *Sustainable Development* – if not applicable. If no label describes the discipline, delete them all and write „Not applicable.”.



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TRADITIO ET EXCELLENTIA

FACULTATEA DE
BUSINESS
IN PARTNERSHIP

								
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Date:
28.03.2025

Signature of course coordinator
Lecturer Daniela CÎMPEAN, PhD

Signature of seminar coordinator
Lecturer Daniela CÎMPEAN, PhD

Date of approval:
10.04.2025

Signature of the head of department
Prof.dr. Ioan Cristian CHIFU