



SYLLABUS

Global Institutions and International Business Law 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	Master
1.6. Study programme/Qualification	International Business Administration/ Master degree
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		Global Institutions and International Business Law				Discipline code		IME0055			
2.2. Course coordinator			Lecturer Daniela CÎMPEAN PhD								
2.3. Seminar coordinator			Lecturer Daniela CÎMPEAN PhD								
2.4. Year of study		1	2.5. Semester		1	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/laborator	14
Time allotment for individual study (ID) and self-study activities (SA)					hours
Learning using manual, course support, bibliography, course notes (SA)					28
Additional documentation (in libraries, on electronic platforms, field documentation)					14
Preparation for seminars/labs, homework, papers, portfolios and essays					28
Tutorship					2
Evaluations					4
Other activities:					7
3.7. Total individual study hours					83
3.8. Total hours per semester					125
3.9. Number of ECTS credits					5

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 The students are expected to contribute during the lecture hours by asking questions and with short interventions based on the literature that they have read
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">• C1. In-depth knowledge and systematic use of the set of information resulting from the theoretical, methodological, legislative, and practical developments specific to business administration at international level• C3 ability to adapt dynamically to changes emerging in both national and international business settings by an appropriate and flexible use of the information available• C4 systemic interpretation of economic and social regulations and standards in order to cope with a series of new issues and situations arising in an international business environment
Transversal competencies	<ul style="list-style-type: none">• CT1. Promoting the principles, norms and values of professional ethics in conditions of professional autonomy and independence.• CT3. Using the opportunities offered by life-long learning for continuous adaptation to changes in the business environment.

6.2. Learning outcomes

Knowledge	<p>The student of the Master's programme has complex knowledge in macro- and micro-economic areas, with direct and indirect impact on business and the business environment.</p> <ul style="list-style-type: none">• The student gains essential knowledge about conducting business operations within the framework of international economic relations.
Skills	<p>The student has a high ability to use complex techniques and tools to analyse the organisational environment so that the business can adapt to the identified requirements and challenges identified; the graduate is able to analyse complex contexts and identify, recommend, and implement advanced strategies, techniques, and methods for solving business management related problems.</p> <ul style="list-style-type: none">• The student enhances the ability to identify, critically assess, and interpret the role of local, regional, and global actors in international economic relations, while also formulating and suggesting effective and innovative solutions to optimize international business in the context of globalization• The student has advanced skills in comprehending and analyzing contractual clauses, along with the rules governing the negotiation, formation, and execution of contracts, including the dispute-related aspects encountered in international business practice.
Responsibility and autonomy:	<p>The student is able to perform complex professional tasks, under conditions of autonomy and professional independence.</p> <ul style="list-style-type: none">• The student is capable of using the studied legal regulations to address practical situations encountered by participants in the business environment.

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

7.1 General objective of the discipline	<ul style="list-style-type: none">• The courses will help students to have a general understanding in international business law so that they are better placed to understand the underlying legal environment in international business
7.2 Specific objective of the discipline	<ul style="list-style-type: none">• Understand general concepts of international business law;• Identify and locate main sources and authorities of international business law;• Apply international business law regulations to case studies;• Read and interpret basic international business law provisions;• Describe and apply basic international business law provisions.



8. Content

8.1 Course	Teaching methods	Remarks
1. The definition of global institutions and their legal background	Interactive lecture, exposure of documents	
2. A brief presentation of the most important global institutions: United Nations, International Monetary Fund, World Bank, World Trade Organization (WTO), Organization for Economic Cooperation and Development (OECD), World Travel & Tourism Council (WTTC)	Interactive lecture, exposure of documents	
3. The role of UN on economic development	Interactive lecture, exposure of documents	
4. The role of IFM	Interactive lecture, exposure of documents	
5. The role of World Bank	Interactive lecture, exposure of documents	
6. WTO	Interactive lecture, exposure of documents	
7. International private law	Interactive lecture, exposure of documents	
8. The participants in the international business relations- the subject of international business law ; The Contract – as work instrument in international business	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> - Define and understand the status of various participants in international business - Types of contracts, general and specific clauses in international contracts
9. International sales contract. CISG	Interactive lecture, exposure of documents	- International sales contract
10. Incoterms	Interactive lecture, exposure of documents	- Importance of Incoterms
11. International commercial arbitration	Interactive lecture, exposure of documents	- General principles of international arbitration

Bibliography:

1. Brennan, K. (ed), 2014, Making global institutions work, Routledge
2. Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan
3. Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan
4. Strand, J., 2015, Regional development banks, Routledge
5. Course support drawn up by the subject holder
6. Monica Ionas-Salagean, Commercial arbitration, All Beck Publishers, Bucharest, 2001.
7. Ioan Deleanu, Sergiu Deleanu, Domestic and international arbitration , Rosetti Publishers, 2005
8. Ioan Macovei, International Trade Law, C.H. Beck Publishing House 2006
9. Dragos Alexandru Sitaru, International Trade Law, treatise, vol. I-II,
10. Titus Prescure, Radu Crisan, Commercial arbitration, Alternative manner to solve patrimonial disputes, Universul Juridic Publishing House, Bucharest, 2010



Narcis-Liviu Pirvu, Dumitru A.P. Florescu, International trade contracts, 2nd edition, Universul Juridic Publishing House, 2009		
8.2 Seminar / laboratory	Metode de predare	Observații
1. The role of global institutions	Open discussions	
2. Role of UN in world economic development	Case study	
3. The role of IMF	Case study	
4. The role of World Bank	Case study	
5. WTO and WTTC	Case study	
6. EU and European Investment Bank	Case study	
7. International private law	Case study	
8. The participants in the international business relations- the subject of international business law ; The Contract – as work instrument in international business	Case study Open questions	<ul style="list-style-type: none"> - Define and understand the status of various participants in international business - Types of contracts, general and specific clauses in international contracts
9. International sales contract. CISG	Case study Open questions	<ul style="list-style-type: none"> - Acquire the abilities to understand and operate international contracts
10. Incoterms	Case study Open questions	<ul style="list-style-type: none"> - Difference between a contract and Incoterms - History of Incoterms - Importance of Incoterms
11. International commercial arbitration Definition of arbitration; Legal characters; Arbitration forms; Terms of solving commercial disputes by way of arbitration	Case study Open questions Analyses	<ul style="list-style-type: none"> - General principles of international arbitration
12. Project	Case study Open questions	<ul style="list-style-type: none"> - Fictional trade- – applying the general principles acquired
Bibliography <ol style="list-style-type: none"> 1. Brennan, K. (ed), 2014, Making global institutions work, Routledge 2. Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan 3. Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan 4. Strand, J., 2015, Regional development banks, Routledge 5. UN Guiding principles on Human Rights and Business (endorsed by the UN Human Rights Council 16 June 2011): http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf 6. WTO Disputes: all information at http://www.wto.org/english/tratop_e/dispu_e/dispu_e.htm#disputes. Case studies at http://www.wto.org/english/res_e/booksp_e/dispu_summary95_11_e.pdf the pdf of the book with one-page case summaries of the disputes settled 1995-2011 7. Regulation (EC) No 593/2008 of the European Parliament and of the Council of 17 June 2008 on the law applicable to contractual obligations: http://eur-lex.europa.eu/legal- 		



content/EN/NOT/?uri=CELEX:02008R0593-20080724 (since December 2009 applicable (replacing the Rome Treaty 1980, except for Denmark)

8. - Regulation 864/2007 on the law applicable to non-contractual obligations (applicable since 11 January 2009): <http://eur-lex.europa.eu/legal-content/EN/NOT/?uri=CELEX:32007R0864>
9. - Hague Convention of 14 March 1978 on the Law Applicable to Agency: http://www.hcch.net/index_en.php?act=conventions.text&cid=89
10. CISG: http://www.uncitral.org/uncitral/en/uncitral_texts/sale_goods/1980CISG.html (also at <http://www.cisg.law.pace.edu/cisg/text/treaty.html>)
11. - An annotated English version of CISG: <http://www.cisg.law.pace.edu/cisg/text/cisg-toc.html>
12. - Database: Case Law on UNCITRAL Texts (CLOUT) abstracts, mostly on CISG: http://www.uncitral.org/uncitral/en/case_law.html

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

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



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/ research project – exam session	40 %
		Mid-term exam – evaluation during the semester	20%
10.5 Seminar/laboratory	Learning and understanding of issues dealt with at course and seminar; Correct logical and coherent application of the concepts learned	Group/Individual Project - evaluation during the semester	30 %
	Individual interest, seriousness in addressing key questions	Preparation for seminar- evaluation during the semester	10 %
10.6 Minimum standard of performance			
<ul style="list-style-type: none">• Understanding and knowing the basic notions and the fundamental elements of global institutions and international business law• Analyze international business law issues using general law principles and make recommendations for solving legal issues			



11. Labels ODD (Sustainable Development Goals)¹

Date:
25.03.2025

Signature of course coordinator
Daniela CÎMPEAN, PhD

Signature of seminar coordinator
Daniela CÎMPEAN, PhD

Date of approval:
10.04.2025

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

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.”.