



SYLLABUS

Commercial Contracts in International Hospitality and Tourism

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	Business Administration in Hospitality and International Tourism /Master
1.7. Form of education	Full time

2. Information regarding the discipline

2.1. Name of the discipline		Commercial Contracts in International Hospitality and Tourism				Discipline code		IME0063			
2.2. Course coordinator			Lect. Daniela CÎMPEAN, Ph. D.								
2.3. Seminar coordinator			Lect. Daniela CÎMPEAN, Ph. D.								
2.4. Year of study		1	2.5. Semester		2	2.6. Type of evaluation		E	2.7. Discipline regime		Compulsory

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

3.1. Hours per week	2	of which: 3.2 course	1	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	28	of which: 3.5 course	14	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					14
Tutorship					2
Evaluations					4
Other activities:					10
3.7. Total individual study hours					72
3.8. Total hours per semester					100
3.9. Number of ECTS credits					4

4. Prerequisites (if necessary)

4.1. curriculum	
4.2. competencies	

5. Conditions (if necessary)

5.1. for the course	Computer - projector
5.2. for the seminar /lab activities	Computer - projector



6.1. Specific competencies acquired

Professional/essential competencies	<ul style="list-style-type: none">• C1 running a business division/ subdivision in the hospitality and tourism sector• C3 ability to identify and diagnose the influences of global economic, political, cultural, and environmental factors specific to the hospitality and tourism sector, both internationally and locally
Transversal competencies	<ul style="list-style-type: none">• CT1 use of professional ethics standards and values specific to the field of hospitality and tourism

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 in hospitality industry
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 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 in hospitality industry.
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 in hospitality industry

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

7.1 General objective of the discipline	<ul style="list-style-type: none">• Development of professionals in the field of business administration in hospitality industry
7.2 Specific objective of the discipline	<ul style="list-style-type: none">• The qualification to analyze 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. Content

8.1 Course	Teaching methods	Remarks
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. 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 		
8.2 Seminar / laboratory	Metode de predare	Observații
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	
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.
5. A-T Stanescu, Dreptul transporturilor. Contracte specific activitatii de transport, Ed. Hamangiu, Bucuresti, 2022.
6. M. Mocanu, Contractul de franciza, Ed. C.H Beck, Bucuresti, 2008.
7. R. Dinca, *Contracte civile speciale în noul Cod Civil*, 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, *Noul Cod Civil. Comentarii, doctrina si jurisprudenta*, The New Civil Code. Comments, doctrine, jurisprudence, vol.III, Hamangiu Publishing House 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

- The course is set up after discussions with practitioners in Corporate & Commercial Law and businesses from Horeca industry
- 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	Acquirement and understanding of the issued approached by the course and seminar	Summative evaluation-exam session	50%
10.5 Seminar/laboratory	Presentation of case studies, abstracts on the themes discussed during 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 ; -evaluation during the semester	40%
	Involvement in discussions during seminars	-evaluation during the semester	10%
10.6 Minimum standard of performance			
Understanding of the introduced notions and institutions in order to acquire the capacity of their use in practice			



11. Labels ODD (Sustainable Development Goals)¹

Date:
25.03.2025

Signature of course coordinator
Lect. Daniela CÎMPEAN, Ph. D.

Signature of seminar coordinator
Lect. Daniela CÎMPEAN, Ph. D.

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.”.