



## SYLLABUS

### International Business Law and Commercial Contracts

Academic year 2025-2026

#### 1. Information regarding the programme

1.1. Higher education institution	Babeș-Bolyai University
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	Procurement and Supply chain management
1.7. Form of education	Full time

#### 2. Information regarding the discipline

2.1. Name of the discipline	International Business Law and Commercial Contracts			Discipline code	IME0083
2.2. Course coordinator	Lect. Daniela Cimpean				
2.3. Seminar coordinator					
2.4. Year of study		2.5. Semester		2.6. Type of evaluation	
				2.7. Discipline regime	Mandatory

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

3.1. Hours per week	2	of which: 3.2 course	2	3.3 seminar/laboratory	0
3.4. Total hours in the curriculum	28	of which: 3.5 course	28	3.6 seminar/laborator	0
<b>Time allotment for individual study (ID) and self-study activities (SA)</b>					<b>hours</b>
Learning using manual, course support, bibliography, course notes (SA)					42
Additional documentation (in libraries, on electronic platforms, field documentation)					42
Preparation for seminars/labs, homework, papers, portfolios and essays					0
Tutorship					2
Evaluations					2
Other activities:					9
3.7. Total individual study hours	97				
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	Room equipped with video-projector, computer
5.2. for the seminar /lab activities	Room equipped with video-projector, computer

## 6. Specific competencies acquired

Professional/essential competencies	<ul style="list-style-type: none"><li>- identify process improvements</li></ul>
Transversal competencies	<ul style="list-style-type: none"><li>- assume responsibility</li><li>- applies ethical and sustainable thinking</li><li>- think analytically</li><li>- teamwork</li><li>- think critically</li></ul>

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

7.1 General objective of the discipline	<ul style="list-style-type: none"><li>- The students will acquire an understanding of the general theory of contracts, within the framework shaped by the specific characteristics of the modern business environment, of the fundamental aspects of international business law and will be able to more effectively recognize the differences and unique features of major contractual relationships in international trade.</li></ul>
7.2 Specific objective of the discipline	<ul style="list-style-type: none"><li>- Understand general concepts of business law;</li><li>- Understand legal concept of contracts specific to the business environment</li><li>- Understand general concepts of international business law;</li><li>- Identify and locate main sources of international business law;</li><li>- Read and interpret basic international business law provisions;</li><li>- Describe and apply basic international business law provisions</li></ul>

## 8. Content

8.1 Course	Teaching methods	Remarks
1. Introduction to Business Law – Concept and Scope of Business Law	Interactive lecture	1 lecture
2. Fundamental Principles and Modern Trends in Business Law	Interactive lecture	1 lecture
3. Conditions for the Valid Conclusion of Contracts	Interactive lecture	1 lecture
4. Contract effects	Interactive lecture	1 lecture
5. Sales Contract	Interactive lecture	2 lectures
6. Distribution Contract	Interactive lecture	1 lecture
7. Technology Transfer Contracts	Interactive lecture	1 lecture
8. Concept and Scope of International Business Law	Interactive lecture	1 lecture



9. Sources of International Business Law	Interactive lecture	1 lecture
10. International Sales Transactions. CISG	Interactive lecture	2 lecture
11. The Dynamics of International Trade Relations. Economic Agreements	Interactive lecture	2 lecture

#### Bibliography

F. Deak, Tratat de drept civil. Contracte special Vol.1: Vanzarea, Schimbul Ed.6, Universul Juridic, 2023  
F. Motiu, Contracte speciale Ed. 9, Universul Juridic, Bucuresti, 2023  
S. Carpenaru, Tratat de drept comercial roman, editia a VI-a, actualizata, Universul Juridic, 2019  
C. P Buglea, D. Petrache, Dreptul comerțului internațional. Ediția 2, Ed. C.H. Beck, 2024  
C. Dariescu, Elemente de drept internațional privat in dreptul afacerilor, Ed. C.H. Beck, 2024

#### 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 discipline content is consistent with what is being taught in other universities at home and abroad. In order to adapt it to the labour market requirements, there were held meetings with business representatives.

#### 10. Evaluation

Activity type	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Percentage of final grade
10.4 Course	Midterm exam		50%
	Final exam		50%
10.6 Minimum standard of performance			
Knowledge of fundamental concepts and their application in professional life and within a company.			

#### 11. Labels ODD (Sustainable Development Goals)

	Eticheta generală pentru Dezvoltare durabilă

Date:  
25.02.2025

Signature of course coordinator  
  
**Lecturer Daniela Cimpean, PhD**

Date of approval:  
27.02.2025

Signature of the Head of Department  
  
**Prof. Ioan Cristian Chifu, PhD**