



COURSE DESCRIPTION
Commercial Contracts
Academic year 2026-2027

1. Programme-related data

1.1. Higher Education Institution	Babeș-Bolyai University
1.2. Faculty	Business
1.3. Department	Business
1.4. Field	Business Administration
1.5. Level of study	Bachelor
1.6. Degree 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 assessment	Progress check
2.7. Course status	Elective			2.8. Course type	Specialisation subject

3. Total estimated time (hours per semester of teaching activities)

3.1. Number of hours per week	3	of which: 3.2. course	2	3.3. seminar/ laboratory/ project	1
3.4. Total of hours in the curriculum	42	of which: 3.5. course	28	3.6. seminar/ laboratory	14
Time allocation for individual study (IS) and self-taught activities (ST)					hours
Learning from textbooks, course materials, bibliography, and notes (IS)					8
Additional research in the library, on subject-specific electronic platforms, and on-site					8
Preparing seminars/ laboratories/ projects, assignments, reports, portfolios, and essays					7
Tutoring (professional guidance)					2
Examinations					2
Other activities					6
3.7. Total hours of individual study (IS) and self-taught activities (ST)				33	
3.8. Total hours per semester				75	
3.9. Number of credits				3	

4. Prerequisites (where applicable)

4.1. curriculum-related	
4.2. skills-related	

5. Specific conditions (where applicable)

5.1. course-related	Lecture Hall equipped with video-projector, computer
5.2. seminar/laboratory-related	Room equipped with video-projector, computer

6.1. Competencies resulting from the completion of the degree programme

Professional competencies	
Competency code	Competency
PC2	Providing assistance for running a company/an organisation as a whole
Transversal competencies	
Competency code	Competency
TC1	Implementing ethical principles, norms and values within one's own rigorous, efficient, and responsible strategy of work
TC3	Identifying various opportunities for continuing education and efficiently using learning resources and techniques for their development

6.2. Learning outcomes relevant to the degree programme

Learning outcomes targeted by the subject		
Competency code	Knowledge and comprehension	Specific academic skills
PC2 TC1 TC3	The graduate has general knowledge in macro- and micro-economic areas with an impact on business life and activity.	The graduate demonstrates having the ability to understand the effects of macroeconomic policies, thus being able to infer their implications at microeconomic level.

7. Subject-specific learning outcomes

Knowledge and understanding
1. The student knows the fundamental concepts and principles governing commercial contracts.
2. The student understands the legal requirements for the formation, performance and termination of contracts.
3. The student knows the specific legal rules applicable to the main types of commercial contracts.
4. The student understands the legal effects of contractual rights and obligations in business relationships.
Specific academic skills
1. The student applies contractual rules to practical situations arising in business relationships.
2. The student analyzes contractual clauses in relation to the rights and obligations of the parties.
3. The student uses legal criteria to assess contractual issues and identify potential legal risks.
4. The student grounds contractual recommendations in relevant legal rules and case law

8. Contents

8.1. Course	Teaching and learning 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	4 hours
4. Agency agreement	Interactive lecture, exposure of documents	4 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		
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 7. Răzvan Dincă, <i>Contracte civile speciale în noul Cod Civil</i> , Ed. Universul Juridic, București, 2013		
8.2. Seminar/ laboratory	Teaching and learning methods	Remarks
1. Brief introductive considerations. Contract theory	Case Studies	2 hours
2. Sales contract	Case law analysis, in order to understand how to apply the theoretical notions assimilated at the lectures course	2 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	2 hours
6. Franchise agreement	Exercises, Case Studies	2 hours
7. Lease	Case studies	2 hours
Bibliography		
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 7. Răzvan Dincă, <i>Contracte civile speciale în noul Cod Civil</i> , Ed. Universul Juridic, București, 2013		

9. 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).

Type of activity	9.1 Evaluation criteria	9.2 Evaluation methods	9.3 Percentage in the final grade
9.4. Course	Understanding of key concepts	Final exam	50 %
9.5. Seminar/ laboratory	Test	Written test (during the semester)	30%
	Case study	during the semester	20%
9.6 Minimum standard for passing			
Understanding the concepts presented in the course for a properly application to practical situations.			

10. SDG labels (Sustainable Development Goals)

		Sustainable Development Generic Label						
								
								
								Nu se aplică nici o etichetă
						X	X	

Date of entry:

22.05.2026

Signature of course coordinator

Lecturer Daniela CÎMPEAN, PhD

Signature of seminar coordinator

Lecturer Daniela CÎMPEAN, PhD

Date of approval in the department:

27.05.2026

Signature of the head of department

Prof. Ioan Cristian CHIFU, PhD