



**COURSE DESCRIPTION**  
**Global Institutions and International Business Law**  
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                   | Master                                        |
| 1.6. Degree programme / Qualification | International Business Administration /Master |
| 1.7. Form of education                | Full time                                     |

**2. Information regarding the discipline**

|                             |                                                    |               |   |                         |                        |
|-----------------------------|----------------------------------------------------|---------------|---|-------------------------|------------------------|
| 2.1. Name of the discipline | Global Institutions and International Business Law |               |   | Codul disciplinei       | 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 assessment | Exam                   |
| 2.7. Course status          | Compulsory                                         |               |   | 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           |
| <b>Time allocation for individual study (IS) and self-taught activities (ST)</b>          |    |                       |    |                                   | <b>hours</b> |
| Learning from textbooks, course materials, bibliography, and notes (IS)                   |    |                       |    |                                   | 28           |
| Additional research in the library, on subject-specific electronic platforms, and on-site |    |                       |    |                                   | 14           |
| Preparing seminars/ laboratories/ projects, assignments, reports, portfolios, and essays  |    |                       |    |                                   | 28           |
| Tutoring (professional guidance)                                                          |    |                       |    |                                   | 2            |
| Examinations                                                                              |    |                       |    |                                   | 4            |
| Other activities                                                                          |    |                       |    |                                   | 7            |
| 3.7. Total hours of individual study (IS) and self-taught activities (ST)                 |    |                       |    | 83                                |              |
| 3.8. Total hours per semester                                                             |    |                       |    | 125                               |              |
| 3.9. Number of credits                                                                    |    |                       |    | 5                                 |              |

**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                                                                                                                                                                                                         |
| PC1                       | 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 |
| PC3                       | Ability to adapt dynamically to changes emerging in both national and international business settings by an appropriate and flexible use of the information available                                              |
| PC4                       | 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  |                                                                                                                                                                                                                    |
| Competency code           | Competency                                                                                                                                                                                                         |
| TC1                       | Accomplishment of professional tasks in an autonomous and responsible manner, in compliance with business ethics.                                                                                                  |
| TC3                       | Making effective use of life-long learning opportunities to ensure an ongoing adaptation to changes arising in a business environment                                                                              |

## 6.2. Learning outcomes relevant to the degree programme

| Learning outcomes targeted by the subject |                                                                                                                                                                                    |                                                                                                                                                                             |
|-------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Competency code                           | Knowledge and comprehension                                                                                                                                                        | Specific academic skills                                                                                                                                                    |
| PC1<br>PC3<br>PC4<br>TC1<br>TC3           | The student/graduate 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. | The student/graduate demonstrates a high ability to understand the complexity of macroeconomic policies and is thus able to infer their implications at microeconomic level |

## 7. Subject-specific learning outcomes

| Knowledge and understanding                                                                                                                                                  |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1. The student/graduate understands the legal and regulatory framework governing international business activities and cross-border commercial relationships.                |
| 2. The student/graduate possesses advanced knowledge of the legal principles affecting business decision-making in dynamic national and international environments.          |
| 3. The student/graduate understands the interaction between legal regulations, economic policies and business operations in an international context.                        |
| 4. The student/graduate knows the legal implications of contractual arrangements, corporate structures and dispute-resolution mechanisms relevant to international business. |
| Specific academic skills                                                                                                                                                     |
| 1. The student/graduate analyses the impact of legal and regulatory developments on business strategies and organizational decisions.                                        |
| 2. The student/graduate applies legal reasoning and regulatory requirements to assess complex business situations in international environments.                             |
| 3. The student/graduate evaluates contractual and regulatory risks and formulates legally grounded recommendations for business practice.                                    |
| 4. The student/graduate interprets legal and economic regulations in order to support decision-making and adaptation to changing international business conditions.          |

## 8. Contents

| 8.1. Course                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Teaching and learning methods              | Remarks                                                                                                                                                               |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| The definition of global institutions and their legal background                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Interactive lecture, exposure of documents | 1 lecture                                                                                                                                                             |
| 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 | 1 lecture                                                                                                                                                             |
| The role of UN on economic development                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Interactive lecture, exposure of documents | 1 lecture                                                                                                                                                             |
| The role of IFM/World Bank                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Interactive lecture, exposure of documents | 1 lecture                                                                                                                                                             |
| WTO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Interactive lecture, exposure of documents | 1 lecture                                                                                                                                                             |
| International private law                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Interactive lecture, exposure of documents | 1 lecture                                                                                                                                                             |
| The participants in the international business relations- the subject of international business law ;<br>The Contract – as work instrument in international business                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Interactive lecture, exposure of documents | Define and understand the status of various participants in international business<br><br>Types of contracts, general and specific clauses in international contracts |
| International sales contract. CISG                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Interactive lecture, exposure of documents | International sales contract                                                                                                                                          |
| Incoterms                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Interactive lecture, exposure of documents | Importance of Incoterms                                                                                                                                               |
| International commercial arbitration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Interactive lecture, exposure of documents | General principles of international arbitration                                                                                                                       |
| <b>Bibliography</b> <ol style="list-style-type: none"> <li>1. Brennan, K. (ed), 2014, Making global institutions work, Routledge</li> <li>2. Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan</li> <li>3. Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan</li> <li>4. Strand, J., 2015, Regional development banks, Routledge</li> <li>5. UN Guiding principles on Human Rights and Business (endorsed by the UN Human Rights Council 16 June 2011): <a href="http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf">http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf</a></li> <li>6. WTO Disputes: all information at <a href="http://www.wto.org/english/tratop_e/dispu_e/dispu_e.htm#disputes">http://www.wto.org/english/tratop_e/dispu_e/dispu_e.htm#disputes</a>. Case studies at <a href="http://www.wto.org/english/res_e/booksp_e/dispu_summary95_11_e.pdf">http://www.wto.org/english/res_e/booksp_e/dispu_summary95_11_e.pdf</a> the pdf of the book with one-page case summaries of the disputes settled 1995-2011</li> <li>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: <a href="http://eur-lex.europa.eu/legal-">http://eur-lex.europa.eu/legal-</a></li> <li>8. CISG, <a href="https://cisg-online.org/home">https://cisg-online.org/home</a></li> </ol> |                                            |                                                                                                                                                                       |
| 8.2. Seminar/ laboratory                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Teaching and learning methods              | Remarks                                                                                                                                                               |
| The definition of global institutions and their legal background                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Case study<br>Open questions               |                                                                                                                                                                       |
| 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)                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        | Case study<br>Open questions               |                                                                                                                                                                       |

|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |                              |                                                                                                                                                                   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| The role of UN on economic development                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | Case study<br>Open questions |                                                                                                                                                                   |
| The role of IFM/World Bank                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | Case study<br>Open questions |                                                                                                                                                                   |
| WTO                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | Case study<br>Open questions |                                                                                                                                                                   |
| International private law                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Case study<br>Open questions |                                                                                                                                                                   |
| The participants in the international business relations- the subject of international business law ;<br>The Contract – as work instrument in international business                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Case study<br>Open questions | Define and understand the status of various participants in international business<br>Types of contracts, general and specific clauses in international contracts |
| International sales contract. CISG                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Case study<br>Open questions | Acquire the abilities to understand and operate international contracts                                                                                           |
| Incoterms                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | Case study<br>Open questions | Importance of Incoterms                                                                                                                                           |
| International commercial arbitration                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | Case study<br>Open questions | General principles of international arbitration                                                                                                                   |
| Project                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | Case study<br>Open questions | Fictional trade– applying the general principles acquired                                                                                                         |
| <b>Bibliography</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                              |                                                                                                                                                                   |
| <ol style="list-style-type: none"> <li>1. Brennan, K. (ed), 2014, Making global institutions work, Routledge</li> <li>2. Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan</li> <li>3. Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan</li> <li>4. Strand, J., 2015, Regional development banks, Routledge</li> <li>5. UN Guiding principles on Human Rights and Business (endorsed by the UN Human Rights Council 16 June 2011): <a href="http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf">http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf</a></li> <li>6. WTO Disputes: all information at <a href="http://www.wto.org/english/tratop_e/dispu_e/dispu_e.htm#disputes">http://www.wto.org/english/tratop_e/dispu_e/dispu_e.htm#disputes</a>. Case studies at <a href="http://www.wto.org/english/res_e/booksp_e/dispu_summary95_11_e.pdf">http://www.wto.org/english/res_e/booksp_e/dispu_summary95_11_e.pdf</a> the pdf of the book with one-page case summaries of the disputes settled 1995-2011</li> <li>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: <a href="http://eur-lex.europa.eu/legal-">http://eur-lex.europa.eu/legal-</a></li> <li>8. CISG, <a href="https://cisg-online.org/home">https://cisg-online.org/home</a></li> </ol> |                              |                                                                                                                                                                   |

## 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      | -Knowledge of key concepts and international organizations.<br>-Understanding of legal principles applicable to international business.<br>-Application of theoretical concepts to practical situations. | Mid-term exam (during the semester) | 20%                               |
|                  | -Understanding of international business law concepts and institutions.                                                                                                                                  | Final exam (during session)         | 40%                               |

|                                                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                 |                                            |     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|-----|
|                                                                                                                                                                                                                                                                                                                   | -Analysis and interpretation of international legal regulations.<br>-Critical assessment of legal issues affecting international business.<br>-Ability to formulate legally grounded arguments. |                                            |     |
| 9.5. Seminar/ laboratory                                                                                                                                                                                                                                                                                          | -Research and use of relevant sources.<br>-Analysis of international business law issues.<br>-Quality of recommendations and conclusions.<br>-Academic rigor and presentation.                  | Presentation (during the semester)         | 30% |
|                                                                                                                                                                                                                                                                                                                   | -Active participation.<br>-Preparation of case studies and readings.<br>-Quality of legal reasoning and discussion.                                                                             | Active participation (during the semester) | 10% |
| 9.6 Minimum standard for passing                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                 |                                            |     |
| <ul style="list-style-type: none"> <li>Understanding and knowing the basic notions and the fundamental elements of global insitutions and international business law</li> <li>Analyze international business law issues using general law principles and make recommendations for solving legal issues</li> </ul> |                                                                                                                                                                                                 |                                            |     |

#### 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