



COURSE DESCRIPTION

Commercial Contracts in International Hospitality and Tourism

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	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			Codul disciplinei	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	1	2.6. Type of assessment	Exam
2.7. Course status	Compulsory			2.8. Course type	Core subject

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

3.1. Number of hours per week	2	of which: 3.2. course	1	3.3. seminar/ laboratory/ project	1
3.4. Total of hours in the curriculum	28	of which: 3.5. course	14	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)					28
Additional research in the library, on subject-specific electronic platforms, and on-site					14
Preparing seminars/ laboratories/ projects, assignments, reports, portfolios, and essays					14
Tutoring (professional guidance)					2
Examinations					4
Other activities					10
3.7. Total hours of individual study (IS) and self-taught activities (ST)				72	
3.8. Total hours per semester				100	
3.9. Number of credits				4	

4. Prerequisites (where applicable)

4.1. curriculum-related	
4.2. skills-related	

5. Specific conditions (where applicable)

5.1. course-related	Computer - projector
5.2. seminar/laboratory-related	Computer - projector

6.1. Competencies resulting from the completion of the degree programme

Professional competencies	
Competency code	Competency
PC1	Running a business division/ subdivision in the hospitality and tourism sector
PC3	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	
Competency code	Competency
TC1	Use of professional ethics standards and values specific to the field of hospitality and tourism

6.2. Learning outcomes relevant to the degree programme

Learning outcomes targeted by the subject		
Competency code	Knowledge and comprehension	Specific academic skills
PC1 PC3 TC1	The student/graduate explains the fundamental concepts of contract theory and the types of contracts specific to international tourism and hospitality. The student/graduate interprets the legal framework applicable to the negotiation, conclusion, and performance of commercial contracts in the international environment.	The student/graduate analyzes contractual clauses and identifies legal risks in contracts in the hospitality and tourism industry. The student/graduate applies the studied regulations to resolve case studies and practical situations in the business environment.

7. Subject-specific learning outcomes

Knowledge and understanding
1. The student/graduate understands the legal principles governing commercial contracts in international hospitality and tourism activities.
2. The student/graduate knows the legal framework applicable to international business transactions, including international sales and transport contracts
3. The student/graduate understands the structure, functions and legal implications of hospitality-specific contracts, such as hotel management, franchise and timesharing agreements.
4. The student/graduate understands the legal mechanisms available for the prevention and resolution of commercial disputes in international business relations.
Specific academic skills
1. The student/graduate analyses contractual clauses and identifies legal and business risks associated with international hospitality and tourism operations.
2. The student/graduate applies legal regulations and contractual principles to solve practical issues arising in international commercial relationships.
3. The student/graduate evaluates contractual alternatives and formulates legally grounded recommendations for business decisions in hospitality and tourism.
4. The student/graduate interprets contractual provisions and assesses their impact on the performance and management of international business activities

8. Contents

8.1. Course	Teaching and learning methods	Remarks
Theory of the Contract	Interactive presentation	2 lectures
International Business Transactions	Interactive presentation	1 lecture
International Sales Transactions. CISG	Interactive presentation	2 lectures
Transport Contract	Interactive presentation	2 lectures
Franchise Agreement	Interactive presentation	2 lecture
Hotel Management Contract	Interactive presentation	1 lecture
Time-sharing Contract	Interactive presentation	1 lecture
The contract of Intermediation in Tourism	Interactive presentation	1 lecture
Labor Contract	Interactive presentation	1 lecture
Commercial Arbitration	Interactive presentation	1 lecture
Bibliography 1. Learning aid drawn up by the teaching line holder 2. J. DeRoos, J. Eyster, The Negotiation and Administration of Hotel Management Contracts, Pearson Custon Publicshing, 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, <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	Teaching and learning methods	Remarks
Theory of the Contract	Analysis on contracts models	2 seminars
International Business Transactions	Case study. Application of theoretical notions acquired during the course	1 seminar
International Sales Transactions. CISG	Analysis on international sales transactions in hospitality industry. Case study	2 seminars
Transport Contract	Case study. INCOTERMS rules	2 seminars
Franchise Agreement	Case study	2 seminars
Hotel Management Contract	Case study	1 seminar
Time-sharing Contract	Case study	1 seminar
The contract of Intermediation in Tourism	Case study	1 seminar
Labor Contract	Application of theoretical notions acquired during the course	1 seminar
Commercial Arbitration	Case study	1 seminar
Bibliography		

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;

Madalina Afrasinie, Mona Lisa Belu Magdo, Alexandru Blileanica, 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. 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 fundamental concepts of contract theory and international commercial contracts. - Knowledge of legal rules applicable to international business transactions. - Understanding of hospitality- and tourism-specific contractual arrangements. - Ability to analyse contractual relationships and legal implications in international business contexts. - Ability to interpret legal regulations and contractual provisions applicable to hospitality and tourism activities.	Final exam (during session)	50%
9.5. Seminar/ laboratory	- Ability to conduct research on a contractual issue relevant to international hospitality and tourism. - Quality of legal and business analysis. - Identification and assessment of contractual risks. - Ability to formulate practical recommendations and solutions. - Quality of argumentation, structure and presentation.	Presentation (during semester)	40%
	- Active participation in discussions and case analyses. - Preparation of assigned materials and case studies. - Ability to analyse contractual clauses and practical situations. - Quality of legal reasoning and contributions to debates. - Appropriate use of legal and business terminology.	Seminar activity	10%
9.6 Minimum standard for passing			

The student demonstrates a basic understanding of the legal concepts, principles and contractual mechanisms applicable to international hospitality and tourism activities and is able to identify, interpret and apply relevant contractual provisions in the analysis of practical business 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