



## SYLLABUS Anul universitar 2024-2025

### 1. Information regarding the programme

1.1. Higher education institution	Babeş-Bolyai University
1.2. Faculty	Faculty of Business
1.3. Department	Department of Business
1.4. Field of study	Business Administration
1.5. Study cycle	Masters
1.6. Study programme / Qualification	International Business Administration

### 2. Information regarding the course

2.1. Name of the course	Global Institutions and International Business Law						
2.2. Code	IME0055						
2.3. Course coordinator	Lecturer Daniela CÎMPEAN						
2.4. Seminar coordinator	Lecturer Daniela CÎMPEAN						
2.5. Year of study	1	2.6. Semester	1	2.7. Type of evaluation	E		2.8. Type of course

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

3.1. Hours per week	3	Of which: 3.2. lecture	2	3.3 seminar/laboratory	1
3.4. Total hours in the curriculum	42	Of which: 3.5. lecture	28	3.6. seminar/laboratory	14
Time allotment:					ore
Learning using manual, course support, bibliography, course notes					28
Additional documentation (in libraries, on electronic platforms, field documentation)					14
Preparation for seminars/labs, homework, papers, portfolios and essays					28
Tutorship					2
Evaluations					4
Other activities:					7
3.7. Total individual study hours					83
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	Lecture Hall equipped with video-projector, computer The students are expected to attend both the lectures and the seminars with their mobile phones shut off. The students are expected to contribute during the lecture hours by asking questions and with short interventions based on the literature that they have read
5.2. for the seminar /lab activities	Room equipped with video-projector, computer

### 6. Specific competencies acquired

Professional competencies	C1. 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 C3 ability to adapt dynamically to changes emerging in both national and international business settings by an appropriate and flexible use of the information available C4 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	CT1. Promoting the principles, norms and values of professional ethics in conditions of professional autonomy and independence. CT3. Using the opportunities offered by life-long learning for continuous adaptation to changes in the business environment.

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

7.1. General objective of the course	The courses will help students to have a general understanding in international business law so that they are better placed to understand the <i>underlying legal environment in international business. It shall also help in strengthening the scientific basis for sustainable management;</i>
7.2. Specific objective of the course	<ul style="list-style-type: none"> <li>Understand general concepts of international business law;</li> <li>Identify and locate main sources and authorities</li> </ul>



	<p>of international business law;</p> <ul style="list-style-type: none"> <li>• Apply international business law regulations to case studies;</li> <li>• Read and interpret basic international business law provisions;</li> <li>• Describe and apply basic international business law provisions.</li> </ul>
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## 8. Content

8.1. Course	Teaching method	Remarks
1. The definition of global institutions and their legal background	Interactive lecture, exposure of documents	
2. 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	
3. The role of UN on economic development	Interactive lecture, exposure of documents	
4. The role of IFM	Interactive lecture, exposure of documents	
5. The role of World Bank	Interactive lecture, exposure of documents	
6. WTO	Interactive lecture, exposure of documents	
7. The European Bank for Reconstruction and Development and the European Investment Bank	Interactive lecture, exposure of documents	
8. International private law	Interactive lecture, exposure of documents	
9. The participants in the	Interactive lecture,	• Define and understand



<p>international business relations- The State, as subject of international business law ; the trader - natural person ; Trading companies; Branch ; Subsidiary</p> <p>The Contract - as work instrument in international business</p>	<p>exposure of documents</p>	<p>the status of various participants in international business</p> <ul style="list-style-type: none"> <li>Types of contracts, general and specific clauses in international contracts</li> </ul>
<p>10.Elements of contract ; Contract form and language ; Formation (international trade contract conclusion) ; International trade contract - contents ; International trade contract - effects -</p>	<p>Interactive lecture, exposure of documents</p>	<ul style="list-style-type: none"> <li>Understand the structure of a contract</li> </ul>
<p>11.International sales contract. CISG</p>	<p>Interactive lecture, exposure of documents</p>	<ul style="list-style-type: none"> <li>Understand the structure of a contract</li> </ul>
<p>12.Incoterms</p>	<p>Interactive lecture, exposure of documents</p>	<ul style="list-style-type: none"> <li>Difference between a contract and Incoterms</li> <li>History of Incoterms</li> <li>Importance of Incoterms</li> </ul>
<p>13. International commercial arbitration</p>	<p>Interactive lecture, exposure of documents</p>	<ul style="list-style-type: none"> <li>. General principles of international arbitration</li> </ul>
<p>14.Definition of arbitration; Legal characters; Arbitration forms; Terms of solving commercial disputes by way of arbitration</p> <p>Arbitration procedure; The arbitration award and the way of its voidance.          Acknowledgement and execution of foreign arbitration awards</p>	<p>Interactive lecture, exposure of documents</p>	
<p>Bibliograp</p>	<p>1. Brennan, K. (ed), 2014, Making global institutions work, Routledge</p>	



hy	<ol style="list-style-type: none"> <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. Course support drawn up by the subject holder</li> <li>6. Monica Ionas-Salagean, Commercial arbitration, All Beck Publishers, Bucharest, 2001.</li> <li>7. Ioan Deleanu, Sergiu Deleanu, Domestic and international arbitration , Rosetti Publishers, 2005</li> <li>8. Ioan Macovei, International Trade Law, C.H. Beck Publishing House 2006</li> <li>9. Dragos Alexandru Sitaru, International Trade Law, treatise, vol. I-II,</li> <li>10. Diana Ungureanu, International bankruptcy, Lumina Lex Publishers, Bucharest, 2004</li> <li>11. Titus Prescure, Radu Crisan, Commercial arbitration, Alternative manner to solve patrimonial disputes, Universul Juridic Publishing House, Bucharest, 2010</li> <li>12. Narcis-Liviu Pirvu, Dumitru A.P. Florescu, International trade contracts, 2nd edition, Universul Juridic Publishing House, 2009</li> </ol>
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8.2. Seminar / laboratory	Teaching method	Remarks
1. The role of global institutions	Open discussions	
2. Role of UN in world economic development	Case study	
3. The role of IMF	Case study	
4. The role of World Bank	Case study	
5. WTO and WTTC	Case study	
6. EU and the European Bank for Reconstruction and Development	Case study	
7. EU and European Investment Bank	Case study	
8. International private law	Case study	
9. The participants in the international business relations - the state, the trader- natural person, trading companies, branch, subsidiary	Case study Video Case study Open questions	<ul style="list-style-type: none"> <li>• Define and understand the status of various participants in international business</li> <li>• Types of contracts, general and specific clauses in international contracts</li> </ul>



The Contract - as work instrument in international business		
10.Elements of contract ; Contract form and language ; Formation (international trade contract conclusion) ; International trade contract - contents ; International trade contract - effects	Case study Open questions	<ul style="list-style-type: none"> <li>• Understand the structure of a contract</li> </ul>
11.Merchandise international sales - purchase contract	Case study Open questions	<ul style="list-style-type: none"> <li>• Acquire the abilities to understand and operate international contracts</li> </ul>
12.Incoterms	Case study Open questions	<ul style="list-style-type: none"> <li>• Difference between a contract and Incoterms</li> <li>• History of Incoterms</li> <li>• Importance of Incoterms</li> <li>•</li> </ul>
13. International commercial arbitration  Definition of arbitration; Legal characters; Arbitration forms; Terms of solving commercial disputes by way of arbitration  Arbitration procedure; The arbitration award and the way of its voidance. Acknowledgement and execution of foreign arbitration awards	Case study Open questions Analyses	<ul style="list-style-type: none"> <li>• . General principles of international arbitration</li> </ul>
14.Project	Case study Open questions	<ul style="list-style-type: none"> <li>• Fictional trade- - applying the general principles acquired</li> </ul>
Bibliography	<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</li> </ol>	





UN Human Rights Council 16 June 2011):

[http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR\\_EN.pdf](http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf)

6. WTO Disputes: all information at [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). Case studies at [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) the pdf of the book with one-page case summaries of the disputes settled 1995-2011
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: <http://eur-lex.europa.eu/legal-content/EN/NOT/?uri=CELEX:02008R0593-20080724> (since December 2009 applicable (replacing the Rome Treaty 1980, except for Denmark)
8. - Regulation 864/2007 on the law applicable to non-contractual obligations (applicable since 11 January 2009): <http://eur-lex.europa.eu/legal-content/EN/NOT/?uri=CELEX:32007R0864>
9. - Hague Convention of 14 March 1978 on the Law Applicable to Agency: [http://www.hcch.net/index\\_en.php?act=conventions.text&cid=89](http://www.hcch.net/index_en.php?act=conventions.text&cid=89)
10. CISG: [http://www.uncitral.org/uncitral/en/uncitral\\_texts/sale\\_goods/1980CISG.html](http://www.uncitral.org/uncitral/en/uncitral_texts/sale_goods/1980CISG.html) (also at <http://www.cisg.law.pace.edu/cisg/text/treaty.html>)
- 11.- An annotated English version of CISG: <http://www.cisg.law.pace.edu/cisg/text/cisg-toc.html>
- 12.- Database: Case Law on UNCITRAL Texts (CLOUT) abstracts, mostly on CISG: [http://www.uncitral.org/uncitral/en/case\\_law.html](http://www.uncitral.org/uncitral/en/case_law.html)

### 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 course content is similar to courses from universities abroad.

### 10. Evaluation

- The same evaluation criteria hold for all exams sessions;
- In order to be able to cumulate the points obtained during the semester, it is mandatory to obtain minimum 5 (five) in the final exam.

Type of activity	10.1 Evaluation criteria	10.2 Evaluation method	10.3 Pondere din nota finală
10.4. Course	Understanding of key concepts	Final exam/ research project	40 %



	Active participation to discussions by formulating personal opinions	Mid-term exam	20%
	Usage of methodology	Final exam/research project	
10.5. Seminar/lab activities	Assignment Learning and understanding of issues dealt with at course and seminar; Correct logical and coherent application of the concepts learned	Group/Individual Project	30 %
	Individual interest, seriousness in addressing key questions	Preparation for seminar	10 %
<b>Note: the same examination requirements will be apply for the repeating exam(s)</b>			
<b>10.6. Minimum performance standards</b>			
<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>			

**Data completării**

**02.04.2024**

**Semnătura titularului de curs**

**Daniela CÎMPEAN, PhD**

**Semnătura titularului de seminar**

**Daniela CÎMPEAN, PhD**

**Data avizării în departament**  
**17.04.2024**

**Semnătura directorului de departament**  
**Prof.dr. Ioan Cristian CHIFU**