



SYLLABUS

Anul universitar 2022-2023

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	C	2.8. Type of course	compulsory

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					14
Additional documentation (in libraries, on electronic platforms, field documentation)					28
Preparation for seminars/labs, homework, papers, portfolios and essays					28
Tutorship					2
Evaluations					2
Other activities:					9
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 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	<ul style="list-style-type: none"> Identify global institutions. Their role Identify international business law concepts, i.e. legal issues arising out among businesses in the cross-border context and how to make recommendations to resolve the issues; Acquire basic legal reasoning, writing, and problem solving skills; Understand the regulatory framework under which international business law is made and operates.
Transversal competencies	<ul style="list-style-type: none"> ✓ Application of rigorous and efficient work rules, evidence of responsible attitudes and teaching science to optimally creative potential of their own specific situations with the principles and rules of professional ethics; ✓ An efficient and effective organized team activities; ✓ Effective use of information sources and legal resources, both in Romanian and in a foreign language.

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 global institutions and in international business law so that they are better placed to understand the underlying legal environment in international businesses.
7.2. Specific objective of the course	<ul style="list-style-type: none"> Understand the role played by global institutions Understand general concepts of international business law; Identify and locate main sources and authorities of international business law; Apply international business law regulations to case studies; Read and interpret basic international business law provisions; Describe and apply basic international business law provisions.

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),	Interactive lecture, exposure of documents	



World Travel & Tourism Council (WTTC)		
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 and WTTC	Interactive lecture, exposure of documents	
7. The European Bank for Reconstruction and Development and the European Investment Bank	Interactive lecture, exposure of documents	
International Business Law. International Business Transactions 8. The Contract – as work instrument in international business	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> Types of contracts, general and specific clauses in international contracts
9. Elements of contract ;	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> Understand the structure of a contract
10. International sales contract.	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> Understand the structure of a contract
11. International sales contract.	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> Understand the structure of a contract
12. Transportation contracts	Interactive lecture, exposure of documents	<ul style="list-style-type: none">
13. Incoterms	Interactive lecture, exposure of documents	<ul style="list-style-type: none"> History of Incoterms Importance of Incoterms
14. International commercial arbitration	Interactive lecture, exposure of documents	General principles of ADR
Bibliography	<ol style="list-style-type: none"> Brennan, K. (ed), 2014, Making global institutions work, Routledge Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan Strand, J., 2015, Regional development banks, Routledge 	



	<ol style="list-style-type: none"> 5. Course support drawn up by the subject holder 6. Monica Ionas-Salagean, Commercial arbitration, All Beck Publishers, Bucharest, 2001. 7. Ioan Deleanu, Sergiu Deleanu, Domestic and international arbitration , Rosetti Publishers, 2005 8. Ioan Macovei, International Trade Law, C.H. Beck Publishing House 2006 9. Dragos Alexandru Sitaru, International Trade Law, treatise, vol. I-II, 10. Diana Ungureanu, International bankruptcy, Lumina Lex Publishers, Bucharest, 2004 11. Titus Prescure, Radu Crisan, Commercial arbitration, Alternative manner to solve patrimonial disputes, Universul Juridic Publishing House, Bucharest, 2010 12. Narcis-Liviu Pirvu, Dumitru A.P. Florescu, International trade contracts, 2nd edition, Universul Juridic Publishing House, 2009
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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	
International Business Law. International Business Transactions	Case study Video	<ul style="list-style-type: none"> • Define and understand the status of various participants in international business
8. The Contract – as work instrument in international business	Case study Open questions	<ul style="list-style-type: none"> • Types of contracts, general and specific clauses in international contracts
9. Elements of contract	Case study Open questions	<ul style="list-style-type: none"> • Understand the structure of a contract
10. International sales contract.	Case study Open questions	<ul style="list-style-type: none"> • Acquire the abilities to understand and operate international sales contracts
11. International sales contract.	Case study Open questions	<ul style="list-style-type: none"> • Acquire the abilities to understand and operate international sales contracts
12. Transportation contracts	Case study Open questions	<ul style="list-style-type: none"> •
13. Incoterms	Case study Open questions	<ul style="list-style-type: none"> • History of Incoterms • Importance of Incoterms •
14. International commercial arbitration	Case study Open questions	<ul style="list-style-type: none"> • General principles of Insolvency • Acquire the ability to act and represent ones interests in an economic environment



		frequently confronted with debtors under insolvency
Bibliography	<ol style="list-style-type: none"> 1. Brennan, K. (ed), 2014, Making global institutions work, Routledge 2. Colomer, J.M., 2014, How global institutions rule the world, Palgrave Macmillan 3. Lessambo, F.I., 2015, International financial institutions and their challenges, Palgrave Macmillan 4. Strand, J., 2015, Regional development banks, Routledge 5. 6. UN Guiding principles on Human Rights and Business (endorsed by the UN Human Rights Council 16 June 2011): http://www.ohchr.org/Documents/Publications/GuidingPrinciplesBusinessHR_EN.pdf 7. WTO Disputes: all information at 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 the pdf of the book with one-page case summaries of the disputes settled 1995-2011 8. 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) 9. - 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 10. - Hague Convention of 14 March 1978 on the Law Applicable to Agency: http://www.hcch.net/index_en.php?act=conventions.text&cid=89 11. CISG: http://www.uncitral.org/uncitral/en/uncitral_texts/sale_goods/1980CISG.html (also at http://www.cisg.law.pace.edu/cisg/text/treaty.html) 12. - An annotated English version of CISG: http://www.cisg.law.pace.edu/cisg/text/cisg-toc.html 13. - Database: Case Law on UNCITRAL Texts (CLOUT) abstracts, mostly on CISG: 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		
		Midterm exam/research project	20%
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 Project/ Individual essay	30 %
	Individual interest, seriousness in addressing key questions	Preparation for seminar	10 %
Note: the same examination requirements will be apply for the repeating exam(s)			
10.6. Minimum performance standards			
<ul style="list-style-type: none">➤ Understanding and knowing the basic notions and the fundamental elements of international business law➤ Analyze international business law issues using general law principles and make recommendations for solving legal issues			

Data completării
15.05.2022

Semnătura titularului de curs
Daniela CÎMPEAN, PhD

Semnătura titularului de seminar
Daniela CÎMPEAN, PhD

Data avizării în departament
20.05.2022

Semnătura directorului de departament
Prof.dr. Ioan Cristian CHIFU