

## SYLLABUS/ DISCIPLINE PRESENTATION

### 1. Information regarding the programme

1.1 Higher education institution	<b>Babeş Bolyai University</b>
1.2 Faculty	<b>Faculty of Law</b>
1.3 Department	<b>Department of Private Law</b>
1.4 Field of study	<b>Law</b>
1.5 Study cycle	<b>Bachelor</b>
1.6 Study programme / Qualification	<b>Bachelor Degree in Law</b>

### 2. Information regarding the discipline

2.1 Name of the discipline	<b>International Business Law</b>						
2.2 Course coordinator	Associate prof. PhD. Oprea Elena Alina						
2.3 Seminar coordinator	Associate prof. PhD. Oprea Elena Alina						
2.4. Year of study	<b>4</b>	2.5 Semester	<b>2</b>	2.6. Type of evaluation	<b>E</b>	2.7 Type of discipline	<b>compulsory</b>

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

3.1 Hours per week	<b>4</b>	Of which: 3.2 course	<b>3</b>	3.3 seminar/laboratory	<b>1</b>
3.4 Total hours in the curriculum	<b>48</b>	Of which: 3.5 course	<b>36</b>	3.6 seminar/laboratory	<b>12</b>
Time allotment:					hours
Learning using manual, course support, bibliography, course notes					<b>45</b>
Additional documentation (in libraries, on electronic platforms, field documentation)					<b>45</b>
Preparation for seminars/labs, homework, papers, portfolios and essays					<b>30</b>
Tutorship					<b>4</b>
Evaluations					<b>3</b>
Other activities: .....					<b>-</b>
3.7 Total individual study hours	<b>127</b>				
3.8 Total hours per semester	<b>175</b>				
3.9 Number of ECTS credits	<b>7</b>				

### 4. Prerequisites (if necessary)

4.1. curriculum	<ul style="list-style-type: none"> <li>Contract law; Civil litigation, Business law</li> </ul>
4.2. competencies	

### 5. Conditions (if necessary)

5.1. for the course	<ul style="list-style-type: none"> <li>Videoprojector;</li> </ul>
5.2. for the seminar /lab activities	

### 6. Specific competencies acquired

<b>Professional competencies</b>	<ul style="list-style-type: none"> <li>To be able to properly use legal concepts, theories and methods</li> <li>To be able to interpret and apply Romanian and European Laws and regulations and international laws</li> <li>To be able to understand and give a comparative interpretation of the Romanian, European and International legal institutions</li> <li>To be able to effectively use knowledge while acquiring information on real law issues</li> </ul>
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Transversal competencies	<ul style="list-style-type: none"> <li>To be able to effectively and responsibly fulfil his professional tasks while complying with specific deontological rules and regulations in the field of the law</li> <li>To be able to effectively use communication and information resources and computer aided tools both in Romanian and foreign language</li> </ul>
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## 7. Objectives of the discipline (outcome of the acquired competencies)

7.1 General objective of the discipline	The purpose of the course is to enhance students' knowledge of international business law, not only the theory, but also how to apply it in hypothetical and actual legal cases (using methods of case-studies, mooted exercises, discussion tables etc.).
7.2 Specific objective of the discipline	<p>Deepening the general notions regarding the sources of international business law</p> <p>Deepening regulations on business contracts in an international context - settlement of disputes, applicable law</p> <p>Learning how to resolve specific practical cases and to draft specific contractual clauses</p> <p>Developing logical thinking, organization and problem-solving abilities of practical cases of International business law</p> <p>Using inductive and deductive reasoning to draw inferences and reach conclusions.</p>

## 8. Content

8. Course and seminar	Teaching methods	Remarks
1. International business law. Notion. Object. Specificity	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
2. Sources of international trade law. The States - creators of IBL rules. Material norms. Conflict of laws norms. International entities with a role in the regulation of international trade.	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
3. The role of the EU and the WTO in regulating international trade	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
4. Lex mercatoria. International commercial usages. Incoterms rules. Unidroit Principles	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
5-6. Operators in international trade. The states – actors in the international trade. Commercial companies - nationality, applicable law, recognition of foreign companies. Groups of companies - forms, modalities of incorporation, legal regime.	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
7. Cross-border insolvency. Supranational harmonisation. The protection of creditors in cross-border insolvency	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
8. Contracts in international trade. Good faith in the formation and performance of international contracts. Precontractual documents. Letters of intent. Applicable law	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
9. General and specific clauses in international contracts	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
10-11. International sale of goods. 1980 Vienna Convention - scope, interpretation of the convention, formation of the sales contract, effects of the sales contracts. Remedies.	Exposure, description, explanation, debate and dialogue, discussion of case studies.	
12. International Arbitration. Arbitration agreements. Formation, effects. Arbitration procedure. The award. Recognition and enforcement of foreign arbitral awards. The New York Convention of 1958.	Exposure, description, explanation, debate and dialogue, discussion of case studies.	

### Bibliography

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P. Mankowski, U. Magnus, Brussels I bis Regulation – European Commentaries on Private International Law, Sellier, 2015.

Cashin Ritain E., Bonomi A., Le nouveau règlement européen "Rome I" relatif à la loi applicable aux obligations contractuelles, Schulthess Verlag, 2009.

Jacquet J.-M., Delebeque, Ph., Cours. Droit du commerce international, 2e édition, Dalloz, Paris, 2000

Beguín, M. Menjucq (dir.), Droit du commerce international, Ed. Lexis-Nexis, Litec, Paris, 2005.

D.A. Sitaru (coord), Dreptul comerțului internațional, UJ, București, 2008.

S. Deleanu, Contractul de comerț internațional, Lumina Lex, București, 1996

Baias Fl., Chelaru E., Constantinovici R., Macovei I. (coord.), Noul Cod civil. Comentariu pe articole, Ed. C.H. Beck, București, 2012

**9. Corroborating the content of the discipline with the expectations of the epistemic community, professional associations and representative employers within the field of the program**

- Courses with similar content are taught in the major universities in Romania offering similar study programs;
- Course content is considered very important by companies operating in international context

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Share in the grade (%)
10.4 Course	- know the basic concepts; - be able to identify and solve problems of jurisdiction/choice of law regarding specific international contracts	Written exam	60%
10.5 Seminar activities	- be able to study and review literature - be able to draft a specific contract/clause/to solve a practical case	-Paper work -Seminar/lab attendance	40 %
10.6 Minimum performance standards			
<ul style="list-style-type: none"> <li>• At least grade 5 (from a scale of 1 to 10) at written exam, paper and project work.</li> </ul>			

Date

Signature of course coordinator

Signature of seminar coordinator

1 October 2025

Associate Prof PhD. Oprea Elena Alina

Associate prof. PhD. Oprea Elena Alina

Date of approval

Signature of the head of department

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Prof. PhD. Mircea Dan Bob Bocsan