

# SYLLABUS

## 1. Information regarding the program

1.1 Higher education institution	<b>University of Oradea</b>
1.2 Faculty	<b>Faculty of Economic Sciences</b>
1.3 Department	<b>Department of International Business</b>
1.4 Field of study	<b>Economics and International Business</b>
1.5 Cycle of study	<b>Cycle I - Bachelor</b>
1.6 Program of study /Degree	<b>International Business / Bachelor Degree</b>

## 2. Information regarding the discipline

2.1 Name of discipline	International trade law						
2.2 Course titleholder	Ciprian/Beniamin BENEĂ, PhD						
2.3 Seminar titleholder	Ciprian/Beniamin BENEĂ, PhD						
2.4 Year of study	2	2.5 Semester	3	2.6 Type of assessment	Cv	2.7 Type of discipline	O

(I) Compulsory; (O) Elective; (F) Facultative

## 3. Estimated total time (hours/semester of activities)

3.1 Number of hours/week	4	out of which: 3.2 course	1	3.3 seminar	3
3.4 Total of hours in the Curriculum	56	out of which: 3.5 course	14	3.6 seminar	42
<b>Distribution of hours:</b>					<b>44</b>
Studying the workbook, course book, bibliography and notes					24
Supplementary documentation in the library, on electronic specialty sites and in the field					10
Preparing seminars/laboratories, themes, projects, portfolios and essays					6
Tutorship					3
Assessment activities					1
Other activities.....					
3.7 Total hours of individual study	<b>44</b>				
3.9 Total hours/semester	<b>100</b>				
3.10 Number of credits	4				

## 4. Pre-requisites (if applicable)

4.1 Curriculum	..... <b>(Pre-requisites)</b>
4.2 Skills	Working with concepts from international law framework

## 5. Conditions (if applicable)

5.1. concerning the course activities	
5.2. concerning the seminar/laboratory activities	

## 6. Specific skills acquired

6. Specific skills acquired
-----------------------------

<b>Professional skills</b>	<p><b>C1</b> Description and applying of key-concepts, of theories and methods used in competitive advantages' studies on different levels (global, EU-28, national and regional) for public or private institutions based on profit gains</p> <p><b>C2</b> Description, explaining and evaluation negotiation methods and development of international transactions, in geopolitical context</p> <p><b>C3</b> Applying of methods and instruments of study, fitted for attaining the purpose of different types of processes and phenomena regarding the change of goods and services</p> <p><b>C4</b> Analyzing empirical situations and critical evaluation of methodologies used for international business' study of public communities and private organizations. Evaluation of private negotiations face-to-face with public dimension of international businesses</p> <p><b>C5</b> Elaboration of innovative research models for international businesses' phenomena researches in public and private organizations; projection of intervention measures in order to solve businesses conflicts; monitoring some type-situations using measurements of regional business evolution degree, in international business</p>
<b>Transversal Skills</b>	<p><b>CT1</b> Applying the principles, norms, values of professional ethics in a framework of rigorous working atmosphere, efficient and responsible</p> <p><b>CT2</b> Role and responsibilities identifying in a multidisciplinary team and applying relationship and working knowledge among the team members</p> <p><b>CT3</b> Identifying opportunities of life-long learning and efficient valorization of learning resources for self development</p>

### 7. Objectives of discipline (resulting from the grid of specific skills acquired)

7.1 General objective of discipline	<ul style="list-style-type: none"> <li>- Understanding international environment and the ways principles, norms, rules, and procedures influence interaction among economic entities being under different jurisdictions</li> <li>- Gaining the capacity to analyze the actions taken by companies, taking account of legal regime</li> <li>- Understanding the role of legal aspects in rising economic efficiency</li> </ul>
7.2 Specific objectives	-

### 8. Contents

8.1 Course (C)	Teaching methods	Observations
8.1.1. Paris International Trade Chamber and INCOTERMS Delivery Terms		
8.1.2. Main clauses in international trade contract		
8.1.3. The price; its form (currency, amount, payment details and conditions)		
8.1.4. INCOTERMS 2012 and delivery		
8.1.5. The cover, paletization, and containerization. Legal documents and aspects		
8.1.6. Ways to determine de quantity and quality of goods, depending on their types		
8.1.7. Choosing transportation mean and transport contracts		
8.1.8. CMR, CIM și AWB, international legal aspects		
8.1.9. Shipping contracts. Voyage Charter Party (V/ChP); Time Charter Party (T/ChP); Charter by Demise (ChD)		
8.1.10. Bill of Lading – legal aspects. Booking Note – legal aspects		
8.1.11. Maritime fleets, flag of convenience and fiscal paradises		

(Switzerland, Liberia, Panama, Monaco)		
8.1.12. EU and trade legal regime's changing at European level		
8.1.13. Other economical and legal entities, and their influence on international trade framework. Multinational corporations		
8.1.14. Legal unification of the world. Globalization and law in international trade		
<p><b>Bibliography</b>  Brzezinski, Zbigniew K., Mare tablă de șah. Supremația americană și imperativele sale geostrategice, București, Editura Univers Enciclopedic, 2000;  Cogan, Charles, French Negotiating Behavior. Negotiating with La Grande Nation, Washington D.C., USIP Press, 2003;  Cohen, Raymond, Negotiating Across Cultures. International Communication in an Interdependent World, Washington D. C., USIP Press, 2002;  Hungtington, Samuel P., Ciocnirea civilizațiilor și refacerea ordinii mondiale, București, Editura Antet, 1997  Ikle, Fred Charles, How Nations Negotiate, New York, Harper &amp; Row, Publishers, 1964;  Kremenjuk, Viktor A., (ed.), International Negotiations, San Francisco, Jossey-Bass, 2002;  Malița, Mircea, Teoria și practica negocierilor, București, Editura Politică, 1972;  Malița, Mircea, Diplomația. Școli și instituții, București, Editura Didactică și Pedagogică, 1975;  Malița, Mircea, Zece mii de culturi, o singură civilizație. Spre geomodernitatea secolului XXI, București, Editura Nemira, 1998;  Malița, Mircea, Jocuri pe scena lumii, București, Editura CH Beck, 2007;  Morgenthau, Hans J., Politics among Nations. The Struggle for Power and Peace, New York, A Knopf, 1973;  Schechter, Jerrold L., Russian Negotiating Behavior. Continuity and Transition, Washington D.C., USIP Press, 1998;  Smyser, W. R., How Germans Negotiate. Logical Goals, Practical Solutions, Washington D.C., USIP Press, 2003.</p>		
<b>8.2 Seminar (S)</b>	<b>Teaching methods</b>	<b>Observations</b>
8.2.1. Paris International Trade Chamber and INCOTERMS Delivery Terms		
8.2.2. Main clauses in international trade contract		
8.2.3. The price; its form (currency, amount, payment details and conditions)		
8.2.4. INCOTERMS 2012 and delivery		
8.2.5. The cover, paletization, and containerization. Legal documents and aspects		
8.2.6. Ways to determine de quantity and quality of goods, depending on their types		
8.2.7. Choosing transportation mean and transport contracts		
8.2.8. CMR, CIM și AWB, international legal aspects		
8.2.9. Shipping contracts. Voyage Charter Party (V/ChP); Time Charter Party (T/ChP); Charter by Demise (ChD)		
8.2.10. Bill of Lading – legal aspects. Booking Note – legal aspects		
8.2.11. Maritime fleets, flag of convenience and fiscal paradises (Switzerland, Liberia, Panama, Monaco)		
8.2.12. EU and trade legal regime's changing at European level		

8.2.13. Other economical and legal entities, and their influence on international commercial changes		
8.2.14. Legal unification of the world. Globalization and law in international trade		
<p>Bibliography:</p> <p>Brzezinski, Zbigniew K., Mare tablă de șah. Supremația americană și imperativele sale geostrategice, București, Editura Univers Enciclopedic, 2000;</p> <p>Cogan, Charles, French Negotiating Behavior. Negotiating with La Grande Nation, Washington D.C., USIP Press, 2003;</p> <p>Cohen, Raymond, Negotiating Across Cultures. International Communication in an Interdependent World, Washington D. C., USIP Press, 2002;</p> <p>Hungtington, Samuel P., Ciocnirea civilizațiilor și refacerea ordinii mondiale, București, Editura Antet, 1997</p> <p>Ikle, Fred Charles, How Nations Negotiate, New York, Harper &amp; Row, Publishers, 1964;</p> <p>Kremenyuk, Viktor A., (ed.), International Negotiations, San Francisco, Jossey-Bass, 2002;</p> <p>Malița, Mircea, Teoria și practica negocierilor, București, Editura Politică, 1972;</p> <p>Malița, Mircea, Diplomația. Școli și instituții, București, Editura Didactică și Pedagogică, 1975;</p> <p>Malița, Mircea, Zece mii de culturi, o singură civilizație. Spre geomodernitatea secolului XXI, București, Editura Nemira, 1998;</p> <p>Malița, Mircea, Jocuri pe scena lumii, București, Editura CH Beck, 2007;</p> <p>Morgenthau, Hans J., Politics among Nations. The Struggle for Power and Peace, New York, A Knopf, 1973;</p> <p>Schechter, Jerrold L., Russian Negotiating Behavior. Continuity and Transition, Washington D.C., USIP Press, 1998;</p> <p>Smyser, W. R., How Germans Negotiate. Logical Goals, Practical Solutions, Washington D.C., USIP Press, 2003.</p>		

**9. Corroboration of the contents of the discipline with the expectations of the epistemic community, professional associations and employers representing the field of study of the program**

- **RIIA-Chatham House; CoR; CSIS; Brookings Institution; IISS-Arundel House; ICC-Paris**

**10. Assessment**

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course (C)	Presence minimum 70% at courses. Colloquium, semester assessment	Verifying the way students understood the concepts which operate in the framework on international law.	60%
10.5 Seminar (S)	Presence minimum 80%	Interacting in medium and bringing new ideas in debate	20%
10.6 Laboratory (L)			
10.7 Project (P)	Not compulsory, but if presented, it weights 20% in final evaluation	On-line presented/submitted	20%
10.8 Practical works (P)			
10.9 Minimum performance standard: Presenting and reproducing what they found in the course			
Real time solution finding in qualified assistance's presence, of some real/hypothetical problems at working place, taking account of professional deontological norms			
Emitting and successfully bringing arguments for a personal plan of personal development			

**Date**  
**22/09/2020**

**Course titleholder:**  
**Ciprian Beniamin Benea**

**Seminar titleholder:**  
**Ciprian Beniamin Benea**

E-mail address: [c\\_benea@yahoo.com](mailto:c_benea@yahoo.com)

E-mail address: [c\\_benea@yahoo.com](mailto:c_benea@yahoo.com)

**Director of Department,**

**Associate Professor Liana-Eugenia MEȘTER, PhD**

**Date of approval in  
the Department:**  
**28/09/2020**

.....

**Contact data<sup>1</sup>:**

University of Oradea, Faculty of Economic Sciences, Department of International Businesses  
Universității 1, Building Corp F, floor 1, room F209  
Zip code 410087, Oradea, Bihor, Romania  
Tel.: 0259-408799; Fax: 0259-408409  
E-mail: [steconomice@uoradea.ro](mailto:steconomice@uoradea.ro)  
Web page: <http://steconomiceuoradea.ro>

**Dean,**

**Date of approval in  
The Council of the  
Faculty of  
Economic Sciences:**  
**30/09/2020**

.....

**Professor Alina BADULESCU, PhD**

**Contact data<sup>2</sup>:**

University of Oradea, Faculty of Economic Sciences, Department of International Businesses  
Universității 1, Building Corp F, floor 1, room F209  
Zip code 410087, Oradea, Bihor, Romania  
Tel.: 0259-408799; Fax: 0259-408409  
E-mail: [steconomice@uoradea.ro](mailto:steconomice@uoradea.ro)  
Web page: <http://steconomiceuoradea.ro>

---

<sup>1</sup> State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*

<sup>2</sup> State the contact information (telephone, e-mail, web page, etc) of the academic institution beneficiary of the *Syllabus*