



COURSE OUTLINE

1. Information about the program

1.1 Higher education institution	“Alexandru Ioan Cuza” University of Iași
1.2 Faculty	Faculty of Economics and Business Administration
1.3 Departament	Finance, Money and Public Administration
1.4 Field of study	Business Administration
1.5 Cycle of study	Bachelor
1.6 Study program / Qualification	Business Administration

2. Information about the course

2.1 Course title	Business Law						
2.2 Course coordinator	Assoc. Prof. Ph D. Ada Iuliana Popescu						
2.3 Seminar coordinator	Assoc. Prof. Ph D. Ada Iuliana Popescu						
2.4 Year of study	1	2.5 Semester	1	2.6 Type of evaluation*	E	2.7 Course status**	C

* MT-MID-TERM, O-ORAL EXAM, E-EXAM, M-MIXED; ** C-compulsory/O-optional/E-elective

3. Estimated time allocation (hours per semester and teaching activities)

3.1 Number of hours per week	2	out of which: 3.2 course	2	3.3 seminar / laboratory	1	
3.4 Total number of hours per semester	42	out of which: 3.5 course	28	3.6 seminar / laboratory	14	
Time allocation						58h
Study based on course book, course materials, bibliography and other						20
Supplementary study in the library, on electronic platforms and on the field						10
Preparing seminars/laboratories, assignments, papers, portfolios and essays						20
Tutorship						4
Examination						4
Other activities						-
3.7 Total hours of individual study						58
3.8 Total hours per semester						100
3.9 Number of credits						4

4. Prerequisites (if applicable)

4.1 Referring to curriculum	Not necessary
4.2 Referring to competences	Not necessary

5. Conditions (if applicable)

5.1 For the course	Not necessary
5.2 For the seminar / laboratory	Not necessary



6. Specific competences accumulated

Professional competencies	C2 – Assistance for managing the entire firm/organization C3 – Managing the activity of a subdivision within the structure of the firm/organization
Transversal competencies	CT1– Applying principles, rules and ethical professional values for a rigorous, responsible and efficient work strategy

7. Course objectives (based on specific competencies accumulated)

7.1 General objective	The students will be familiarized with national and international rules of law governing the commercial activity.
7.2 Specific objectives	After successfully finalizing this course, students will be able to: <ul style="list-style-type: none">• the students will identify who are the merchants, physical persons and legal persons and their rights for conducting business activities according to the law• the students will understand the legal rules applied to commerce and other related fields• the students will understand the legal commercial terms used in business activity▪ the students will know how to start and organize a business according to the national or international legal rules

8. Content

8.1	Course	Teaching methods	Observations (time and bibliography)
1.	Introduction to Business Law	Interactive course, heuristic conversation	2 hours (1, 2)
2.	Business Entities	Interactive course, heuristic conversation	4 hours (2,3)
3.	Competition and Business	Interactive course, heuristic conversation	2 hours (1,3)
4.	Product Liability and Consumer Protection	Interactive course, heuristic conversation	2 hours (1,3)
5.	Protection of Intellectual Property Rights	Interactive course, heuristic conversation	4 hours (1,2)
6.	Bankruptcy	Interactive course, heuristic conversation	2 hours (2,3)
7.	Cyber Law and Business. E-Commerce	Interactive course, heuristic conversation	2 hours (2)
8.	Theory of Contracts	Interactive course, heuristic conversation	2 hours (1,2,3)



9.	Discharge of Contracts and Remedies for Breach of Contracts	Interactive course, heuristic conversation	4 hours (1,2)
10.	The Resolution of Business Disputes	Interactive course, heuristic conversation	4 hours (1,2)

Bibliography

1. August, Ray, Mayer, Don, Bixby, Michael, *International Business Law*, Ed. Pearson, Harlow, Marea Britanie, 2013.
2. Cheeseman, Henry, *Business Law*, Ed. Pearson Prentice Hall, New Jersey, SUA, 2018.
3. Folsom, Ralph H., Gordon, Michael Wallace, Spanogle John A., *International Business Transactions*, Ed. Thomson West, Minesota, USA, 2009.
4. Goode, Roy, Kronke Herbert, McKendrick, Ewan, *Transnational Commercial Law*, Ed. Oxford University Press, New York, USA, 2007.
5. Head, John W., *General Principles of Business and Economic Law*, Ed. Carolina Academic Press, Durham, USA, 2008.
6. MacIntyre, Ewan, *Essentials of Business Law*, Ed. Pearson, Edinburgh, 2009.
7. International conventions and treaties

8.2	Seminar / Laboratory	Teaching methods	Observations (time and bibliography)
1	Law and Business	heuristic conversation	2 hours (1, 2)
2	Business Associations	heuristic conversation	2 hours (2,3)
3	Antitrust Rules and Regulations	heuristic conversation	2 hours (1,3)
4	Banckruptcy and Reorganization Procedure	heuristic conversation	2 hours (2,3)
5	International Sale of Goods – contracts and procedure	heuristic conversation	2 hours (1,2)
6	Patent and Trademark Regulations	heuristic conversation	2 hours (1,2)
7	Breach of Contract – Solutions and Remedies	heuristic conversation	2 hours (1,2)

Bibliography

1. August, Ray, Mayer, Don, Bixby, Michael, *International Business Law*, Ed. Pearson, Harlow, Marea Britanie, 2013.
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9. Bridging course content with the expectations of the community, professional associations and representative employers in the field of the program

On an annual basis, the course content is discussed with the representatives of the business environment, who hire or could hire graduates from this program, while students are required to provide feedback (on-line, anonymous) after each semester about the course structure, teaching methods, as well as strengths / weaknesses (after the final evaluation).

**10. Evaluation**

Type of activity	10.1 Evaluation criteria	10.2 Evaluation methods	10.3 Allocation to the final grade (%)
10.4 Course	Theoretical and applied knowledge	test paper	50%
10.5 Seminar/ Laboratory	Theoretical and applied knowledge	test paper, engagement in class activities, attendance	50%
10.6 Minimal performance standard			
Obtaining at least 5 points (out of 10), average grade of course and seminar evaluation scores.			

Date
14.09.2023

Course coordinator
Assoc. Prof. Ph.D. Ada Popescu

Seminar coordinator
Assoc. Prof. Ph.D. Ada Popescu

Date of approval in the Department

26.09.2023

Head of Department,
Professor Ph.D. Ovidiu Stoica

Head of Beneficiary Department,
Associate Professor Ph.D. Andrei Ștefan Neșțian