

DISCIPLINE RECORD

Academic year 2025/2026

1. Information about the program

University	Constanta Maritime University
Faculty	Navigation and Maritime Transport
Department	Management in Transport
Domain of study	Engineering and Management
Academic level	Master
Study programme/ qualification	Business Administration in Transport

2. Information about discipline

Course title	International Contract and Trade Law				
Lecture tenured	Professor George POPA PhD				
Application tenured	Professor George POPA PhD				
Year of study	V	Semester	II	Type of examination	V
Conditions of discipline	Course category: DF – Fundamental subjects, DS – Specialization subjects, DC – Complementary subjects				DC
	Course type: DOB – compulsory subjects; DOP – elective subjects; DFA – optional subjects				DOB

3. The total time estimated

I a) Number of hours per week	4	Course	2	Seminar	2	Laboratory		Project	
I b) Total hours per semester from the curriculum	56	Course	28	Seminar	28	Laboratory		Project	

II Time distribution for the semester:	hours
II a) Study after manual, course support, bibliography and notes	30
II b) Additional documentation in library, specialized electronic platforms	20
II c) Training seminars / labs, homework, essays, portfolios and essays	19
III Tutorial	
IV Examinations	2
V Other activities:	

Total hours of individual study II (a+b+c)	69
Total hours per semester (Ib+II+III+IV+V)	127
Number of credits	5

4. Prerequisites (if necessary)

Curriculum	•
Expected learning outcomes	•

5. Conditions (if necessary)

Progress of the course	•	
Progress of application	Seminar	Students are not allowed to attend classes/seminars with their mobile phones on them. Phone conversations are not permitted during classes or seminars, and students are not allowed to leave the classroom/seminar room for phone calls; arriving late to a class/seminar is not permitted
	Laboratory	•
	Project	•

6. Objectives of discipline (based on the grid of specific skills acquired – no7)

The overall objective of discipline	Acquiring knowledge and understanding of the discipline of international conventions
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	and treaties, especially regarding the terms and documents required by international conventions in this field. Understanding the rules of international trade, including the regulations and customs that govern trade between states.
The specific objectives of discipline	Understanding the main terms applicable to international contracts, as agreements concluded with the purpose of creating legal relationships between two or more parties located in different countries, or within the same country but with the intention of producing legal effects outside that country (e.g., international distribution contracts).

7. Expected learning outcomes:

No.	Knowledge	Skills	Responsibility and autonomy
1	The student understands techniques for financial risk assessment.	The student analyzes ICTL processes.	The graduate independently proposes law risk mitigation strategies.
2	The student is aware of trends and innovations in ICTL sector.	The student conducts legal evaluation in this regard.	The graduate leads initiatives to improve the forms of IC.
3	The student masters ICTL solutions applicable to business problems.	The student advises on strategic business decisions based on typical IC.	The graduate assumes responsibility for implementing ICTL developments.
4	The student comprehends international organizations in this area.	The student understand effective ICTL terms and proceses of these organizations.	The graduate identifies and reports organizational needs.
5	The student knows the principles of ICTL.	The student interprets international contracts.	The graduate interprets TL with certain autonomy.
6	The student analyzes external law factors impacting the business environment.	The student could performs SWOT analyses.	The graduate could recommends few innovations in this area.
7	The student understands ICTL standards in transport services.	The student ensures compliance with quality standars in this area.	The graduate is responsible for continuous service quality improvement.
8	The student has knowledge of drafting IC.	The student applies modern techniques in drafting IC.	The graduate initiates and manages drafting IC with minimal supervision.
9	The student is knowledgeable about ethical principles in ICTL.	The student can communicates technical information clearly to diverse audiences.	The graduate promotes ethical responsibility in ICTL.
10	The student masters techniques for IC negotiations.	The student evaluates principles of IC negotiations.	The graduate takes responsibility of continuous IC development.

8. Competences covered by the discipline, according to the diploma supplement

Professional competences	<ul style="list-style-type: none"> • Provides advice on legal efficiency improvements • Analyzes external factors affecting contracts progress <ul style="list-style-type: none"> • Negotiates with stakeholders • Adapts to changing situations in ICTL • Exercises results-oriented leadership towards colleagues <ul style="list-style-type: none"> • Focuses on innovation in current practices • Manage contracts
Transversal competences	<ul style="list-style-type: none"> • Create legal risk reports • Seek innovation in current practices • Propose ICT solutions to business problems

9. Contents

Course	Nr. hours	Teaching methods	Obs.
<ul style="list-style-type: none"> • Introduction to ICTL, presentation of the main objectives and terms, and an introduction to contract 	4 hours	Discussion-based learning; Case study-	

law and commercial law.		based learning.	
<ul style="list-style-type: none"> Applicable law in international commercial contracts, principles, legislative techniques applicable in interpretation, etc 	4 hours	Discussion-based learning; Case study-based learning.	
<ul style="list-style-type: none"> Types of international contracts: international distribution agreements, international licensing agreements, investment agreements. 	4 hours	Discussion-based learning; Case study-based learning.	
<ul style="list-style-type: none"> Other types of international contracts: international sales contracts, supply agreements, letters of credit, franchise agreements, joint venture agreements. 	4 hours	Discussion-based learning; Case study-based learning.	
<ul style="list-style-type: none"> Legal terminology related to contracts and the different types of contracts in business law; international trademarks and other commercial law institutions. 	4 hours	Discussion-based learning; Case study-based learning.	
<ul style="list-style-type: none"> The International Agreement on Tariffs and Trade; presentation, principles, functioning, parties; rights and obligations 	4 hours	Discussion-based learning; Case study-based learning.	
<ul style="list-style-type: none"> The World Trade Organization; United Nations Commission on International Trade Law (UNCITRAL) 	4 hours	Discussion-based learning; Case study-based learning.	

Bibliography

- Convention on Contracts for the International Sale of Goods (CISG) / Joseph Lookofsky, Lookofsky, Joseph M., Alphen aan den Rijn, The Netherlands : Kluwer Law International, 2020
- United Nations Convention on Transparency in Treaty-based Investor-State Arbitration (New York, 2014) (the "Mauritius Convention on Transparency")
- Convention on the Recognition and Enforcement of Foreign Arbitral Awards (New York, 1958) (the "New York Convention")
- 1948 General Agreement on Tariffs and Trade (GATT
- <https://uncitral.un.org/>
- <https://www.wto.org/>

Selective bibliography

- INTERNATIONAL TRADE LAW, 4th edition, January 2016, ISBN: 978-606-28-0428-2, Mihai Sandru
- Ioan Macovei, International Trade Law, C.H. Beck Publishing, Bucharest, 2006"
- Course notes available on the platform campus.cmu-edu.eu

Application (Seminar / laboratory / project)	Nr. hours	Teaching methods	Obs.
<ul style="list-style-type: none"> Debates and discussions about introduction to ICTL, presentation of the main objectives and terms, and an introduction to contract law and commercial law. 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about applicable law in international commercial contracts, principles, legislative techniques applicable in interpretation, etc 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about types of international contracts: international distribution agreements, international licensing agreements, investment agreements. 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about other types of international contracts: international sales contracts, supply agreements, letters of credit, franchise agreements, joint venture agreements. 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about legal terminology related to contracts and the different types of contracts in business law; international trademarks and other commercial law institutions. 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about the International Agreement on Tariffs and Trade; presentation, principles, functioning, parties; rights and obligations 	4 hours	Interactive debate and brainstorming; Case analysis;	
<ul style="list-style-type: none"> Debates and discussions about the World Trade Organization; United Nations Commission on International 	4 hours	Interactive debate and brainstorming;	

Trade Law (UNCITRAL)	Case analysis;
Bibliography	
<ul style="list-style-type: none"> • Convention on Contracts for the International Sale of Goods (CISG) / Joseph Lookofsky, Lookofsky, Joseph M., Alphen aan den Rijn, The Netherlands : Kluwer Law International, 2020 • United Nations Convention on Transparency in Treaty-based Investor-State Arbitration (New York, 2014) (the "Mauritius Convention on Transparency") • Convention on the Recognition and Enforcement of Foreign Arbitral Awards (New York, 1958) (the "New York Convention") • 1948 General Agreement on Tariffs and Trade (GATT) • https://uncitral.un.org/ • https://www.wto.org/ 	
Selective bibliography	
<ul style="list-style-type: none"> • INTERNATIONAL TRADE LAW, 4th edition, January 2016, ISBN: 978-606-28-0428-2, Mihai Sandru • Ioan Macovei, International Trade Law, C.H. Beck Publishing, Bucharest, 2006" • Seminar notes available on the platform campus.cmu-edu.eu 	
Additional Notes	
<ul style="list-style-type: none"> • Students may take photographs or make audio-video recordings in classrooms where teaching activities are conducted only with the consent of the instructor and under the conditions established by the instructor. • Upon entering the classroom, students are kindly requested to switch their mobile phones to silent mode and refrain from using them during classes. • All materials received by students, either directly or through postings on the platform campus.cmu-edu.eu, are subject to national and international copyright legislation. These materials may be used by students solely for educational purposes. Any other use or posting on publicly accessible websites without the consent of the copyright holder may be punished in accordance with Law no. 8/1996 on copyright and related rights and the Berne Convention. 	

10. The corroboration of contents of discipline with expectations epistemic community representatives, professional associations and representative employers in the corresponding program

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11. Examination

Type of activity	Examination Criteria	Methods of examination	Percentage of final grade
Course	Written test.	Multiple choice test.	95%
Seminar	Verification of knowledge.	Debates and discussions.	5%
Laboratory			
Project			

Grading Requirements

Minimum score required: **50 points: 50-54->nota 5; 55-64-> nota 6; 65-74-> nota 7; 75-84-> nota 8; 85-94-> nota 9; 95-100-> nota 10**

Additional Notes

- A **midterm exam** may be organized during the semester.
- If a student participates in **conferences** (student, local, national, or international) or **competitions** (national or international) related to the subject of this course, they may receive **additional points or equivalence for certain assignments, papers, and/or attendance**, depending on the results obtained.
- During written examinations, students are **not allowed to use mobile phones or any other electronic devices, except for simple scientific calculators.**

Minimum performance standards

Date of completion	Signature of lecture tenured	Signature of application tenured
22.09.2025	Professor George POPA PhD	Professor George POPA PhD

Date of approval in the department	Signature of Director of Department
26.09.2025	Lecturer Ana Cornelia OLTEANU PhD

Date of approval in the faculty council	Signature of Dean
29.09.2025	Associated Professor Nicoleta ACOMI EngD