

COURSE DESCRIPTION CARD

NOTE: If the course includes lectures and classes, the Course Description Card applies to both types of instruction.

1. Course title:
in Polish / in English International contracts /Kontrakty międzynarodowe

2. Course code:
Number of ECTS credits:3
Course completion mode:z
Course commenced / Year
2019/20

3. Major: Finance and Accounting, specialisation: Finance and Accounting for International Business

4. Department of major coordinator: , Department of Banking and Financial Markets

5. Name of course instructor: Lecture dr hab. (PhD) Marzena Czarnecka
Examiner PhD Marzena Czarnecka

6. Department of course instructor: Department of Law and Insurance

7. Number of contact hours with students:

Type of instruction	Full-time study	Part-time study
lectures	15	
classes		
foreign language classes		
lab classes		
seminars		
e-learning		
other		
Total hours	15	

8. Course timeframe - no. of semesters: 1

Course commencement / Year I

Course commencement / Semester II

9. Level of tertiary education: full-time second cycle studies

10. Course status

- Compulsory for the major...
 Compulsory for the specialization ...
 Elective ...

11. Course prerequisites

Compulsory:

Recommended: the basics of law

12. Course objectives:

After studying this subject students should know:

1. How to conclude international contract;
2. How to make negotiations; what is the most important;
3. How to ask the lawyers about the main issues in the international contracts

1. Presentation of theoretical knowledge in the field of international law and conclusion of contracts at the international level
 2. Developing the ability to negotiate contracts and respond to legal provisions of contracts.
 3. Education of social competences related to work in international organizations and corporations

13. Teaching and learning methods:**A. Direct student-instructor contact:**

No.	Teaching methods	Description	Number of hours	
			Full-time study	Part-time study
1.	Lecture using multimedia techniques	The lecture was conducted in accordance with the presented plan using computer presentations and films, which contain diagrams helpful in the presenting.	10	
2.	Active lecture	Discussion and case studies plus observational methods	5	
Total			AS:15	AN:

B. Self-study:

Lp	Study methods	Description	number of hours	
			Full-time studies	Part-time study
1.	Analysis of lecture notes	Organizing the knowledge acquired during the lecture by analyzing notes.	15	
2.	Solving case studies	Solving additional tasks that allow checking knowledge in the subject of research	25	
3.	Cause-effect study using literature	Studying the literature of the subject given by the lecturer, both compulsory and recommended, allowing a wider recognition of knowledge in the topics presented in lectures	20	
Together			BS: 60	BN:

Total AS+BS =75
 Examination (E) = ...
 Total AS+BS+E= 75

Total AN+BN =
 Examination (E) =.....
 Total AN+BN+E =

14. Key words: international contracts, international negotiations

15. Course content:

Defining parties to a contract;
 Making declarations of will and knowledge starting the negotiation process
 Non-disclosure agreement Memorandum of Understanding Letter of Intent;
 Incoterms 2000;
 The validity of declarations of intent in different legal systems;
 Rome and Vienna Convention;
 The concept of the offer;
 Sales contract on the international market;
 Examples of international agreements.

16. Course learning outcomes as related to the learning outcomes of the major and methods for assessing student attainment

Intended learning outcomes of major/Symbols	Intended learning outcomes of the course	Methods for assessing student learning outcomes	Documentation
<u>Knowledge</u>			
FiR2_W01	Has broader and in-depth knowledge decision making mechanisms in real and financial entities, as well as on the extent of the impact of phenomena occurring in transnational scale at majors and long-term effects of making such decisions, knows advanced vocabulary English in this field in the field conclusion of contracts at the level transnational. Knows legal norms, ethical and moral.	The presentation	Student's presentation
<u>Skills</u>			
FiR2_U01	He can speak English justify the proper selection of ethical standards and moral and regulatory systems functioning of the economy in concrete situations.	The presentation	Presentations prepared by students
FiR2_U04	Is able to use English in speaking and writing in different situations professional as required specified for B2 + European level Language Education Description System		

Social competence

FiR2_K04	Student is enterprising and ready to go designing and performing tasks professional requiring use English and negotiable contracts also in the arena	The presentation	Student's presentation
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17. Method for determining the final course grade:

No.	Methods for awarding credits and course completion requirements	Description	Percentage of the final course grade*
1.	Presentation	The presentation with reference to literature	100%

* If students are required to obtain both a class grade and an exam grade, the class grade constitutes at least 30% of the final course grade.

18. Reading list

Mandatory readings:

1. R.E.Barnett, Contracts, Aspen Publications 2003.
2. Richard E. Caves, Jeffrey A. Frankel, Ronald W. Jones: World Trade and Payments: An Introduction. Wyd. Pearson, 2005.

Recommended readings: passed on in class - articles.