

Title and Code of Course: **International Commercial Contracts**

Instructor's Name: Csekő Katalin, PhD

Instructor's Email Address: cseko.katalin@kre.hu

Credit Point Value: 6	Number of Lessons per Week: 2	Type of Course: Seminar <input type="checkbox"/> Lecture <input checked="" type="checkbox"/>	Method of Evaluation: Examination <input checked="" type="checkbox"/> In-Class Group Presentation <input type="checkbox"/> Other <input type="checkbox"/>
---------------------------------	--	--	---

Course Description:

The course aims to present the commercial contracts concluded with the upstream and downstream entities in global value chains. The students will be familiar with the major principles of contracting, they learn the network of contracts to execute international transactional and have insight into the contractual rights and obligations under different contracts in business environment. By analysing cases, the students will learn to identify the economic and legal interests which the parties want to assert in their agreements. The course prepares the students for business negotiations by teaching them to act and reach consensus in compliance with rules of the European Contract Law and thereby they will be able to create long-lasting business relations. **The main topics discussed** during the lectures will be Principles and fundamental duties of contracting, the hallmarks of commercial contracts such as Sales & purchase agreements & conditional sales. (case studies), call-off agreements (EU new), agency contracts (commercial agency, services of freight brokers, agreements of banking products), Contract to produce a Work & Contract to produce a Work with supply, Distribution contracts (case study), contracts of carriage of goods (case study), lease and renting contract, licensing contract, franchise contract and insurance contract (case study).

Bibliography:

- Cordero-Moss, Giuditta (2023) International Commercial Contracts 2nd Edition, Cambridge University Press ISBN 9781009077989
- Principles of European Contract Law (PECL) https://www.trans-lex.org/400200/_/pecl/
- Convention on Contracts for the International Sales of Goods, Vienna, https://uncitral.un.org/en/texts/salegoods/conventions/sale_of_goods/cisg