

International commercial transactions and their contracts Code....(full-time) / Code....(part-time)					
Nemzetközi kereskedelmi ügyletek és szerződéseik					
Responsible unit (institute/department): Institute of Economics and Management	Number of lessons per week/semester: Full-time:2 Part-time:	Credit value: 6		Prerequisites: No.	Prerequisite for exam: No
Lecturer in charge of the subject: Dr. Katalin Csekő PhD	Type of course: compulsory/ compulsory elective/ elective/ criterion	Recommended semester:	Semester in which the course is offered: Autumn	Language of instruction: Hungarian/ <u>English</u> / German/ ...	Type of evaluation: exam (colloquium)/ term mark/ basic exam/ comprehensive exam/report/ signature/graded signature
Lecturer(s): Dr. Katalin Csekő PhD					Method of evaluation: written/ <u>oral</u> / oral and written
Description of professional content and purpose of the course:					
The course presents the types of international transactions (sales, agency, brokerage, distribution, supply, loan, rent and lease, construction, carriage of goods) and the pertaining contracts' structure and their important terms and conditions. The students learn how to identify the underlying economic and legal interests, risks in the international transactions. They will be familiar with the risk mitigation solution contract provisions in various contracts and will be prepared to conduct business negotiations.					
Short outline, description of acquired knowledge, skills and competences:					
By analyzing the rules of Lex Mercatoria, the CISG, the takeaways of case studies, best practices, including relevant business news the students gain insight into contract compliance management of companies. The following 6 topics in 22 lecture units discussed:					
<ol style="list-style-type: none"> 1. Defining the pivotal principles and rules of international commercial contracts. 2. Categorising national, international and transnational legislation of commercial dealings. 3. Sales contracts: Sellers' and Buyers' position (rights and obligations) and revenue&costs definition. 4. Terms of mandates and provision of brokerage activities. (Commercial agents) 5. Provision of distribution contracts. 6. Contracts to produce a work (construction, carriage of goods by truck, sea etc., affreightment). 					
Requirements during the semester and teaching methods:					
No.					
Compulsory sources/reading, bibliography, available sources for the acquisition of knowledge, skills and competences:					
<ol style="list-style-type: none"> 1. Defined parts of UNIDROIT Principles of International Commercial Contracts https://www.unidroit.org/wp-content/uploads/2021/06/Unidroit-Principles-2016-English-bl.pdf 2. Lex Mercatoria: https://www.trans-lex.org/principles/of-transnational-law-(lex-mercatoria) Convention of International Sales of Goods (CISG):https://www.unilex.info/instrument/cisg 3. Distribution contracts: https://www.sec.gov/Archives/edgar/data/1956741/000121390024080420ea021456701ex10-1_cleancore.htm Contract of carriage by truck: https://www.unidroit.org/english/conventions/1956cmr/cmr_e.pdf 4. The PPTs and explanations uploaded by the lecturer to the Moodle platform of the course. 					
Recommended additional sources/reading:					
Exam topics and/or questions:					
The contract parties duties and rights in the commercial transactions learned.					

- Knowledge: Fundamentals of commercial transactions, their risks, risk mitigation solution.
- Skills: Analysing commercial situations. Recognising and solving problems during the sellers' and buyers' performances. Arguing, bargaining skills. Compromise finding skills.
- Attitude: Utilitarian and knowledge attitude based on the principles of Lex Mercatoria.
- Autonomy and responsibility: being able to make responsible sales and procurement decision.

Notes (e.g. special device, student number limits):