University of Gdańsk

Subject card

Subject name and code	Law of business contracts - lecture, PG_00137897		
Field of study	Law		
Date of commencement of studies	October 2025	Academic year of realisation of subject	2028/2029
Education level	uniform Master's studies	Subject group	Optional subject group
Mode of study	full-time studies	Mode of delivery	at the university
Year of study	4	Language of instruction	Polish
Semester of study	8	ECTS credits	3.0
Learning profile	academic	Assessment form	exam
Conducting unit	Department of Commercial Law -> Faculty of Law and Administration -> Rector		
Name and surname of lecturer (lecturers)	Subject supervisor	dr hab. Bartłomiej Gliniecki	
	Teachers		

Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						

Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan	Participation in consultation hours	Self-study	SUM
	Number of study hours	30	0.0	45.0	75

Subject objectives	The aim of the course is to show students the principles of concluding, performing and being liable for non-performance of contracts in business transactions, as well as presenting typical legal structures used to minimize contractual risk related to non-performance of the contract by the contractor. Students learn typical named and unnamed contracts used in business transactions, in particular between entrepreneurs and with the participation of entrepreneurs.

Learning outcomes	Course outcome	Subject outcome	Method of verification

Subject contents	1. Contracts in business - specificity of contracting (in particular the basic principles of concluding and performing contracts economic) 2. Payment terms in commercial transactions 3. Contract for the sale of goods - determining the moment of transfer of risk to the buyer, Incoterms clauses, liability for defects in contracts bilateral trade 4. Agreements relating to the enterprise (including sale of the enterprise and putting the enterprise into use, sale of shares and shares in capital companies, due diligence) 5. Contracts in the construction process - development contract, construction works contract, general contracting contract for the investment, contract for investment replacement 6. Agreement for the use of goods and rights (leasing, franchising) 7. Agreements used by banks (loan, bank account, bank guarantee, factoring, forfaiting) 8. Investment agreements 9. Commercial intermediation agreements - agency agreement, distribution agreement, commission agreement 10. Transport contracts 11. Agreements on cooperation between entrepreneurs (cooperative agreements) - consortium, joint venture, compensation agreements, cartel agreements 12. Security against the consequences of non-performance/proper performance of the contract: deposit, escrow account, bank guarantee, bill of exchange, letter of credit
Prerequisites and co-requisites	

Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	Exam	51.0%	100.0%

Recommended reading	Basic literature	Drafting and negotiating international commercial contracts : a practical guide / by Fabio Bortolotti.
	Supplementary literature	---
	eResources addresses	
Example issues/ example questions/ tasks being completed	1. What is the content and legal nature of the general contracting contract for the investment? 2. What are the statutory instruments for protecting the rights of a buyer concluding a development contract? 3. What are the rules for dividing the costs and risk of goods delivery according to the FCA Incoterms rule? 4. What sanctions for late payment do the regulations provide for commercial contracts concluded between entrepreneurs? 5. What is the content and legal nature of the franchise agreement?	
Work placement	Not applicable	

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