

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
	[PRAWOJ5_KO03] is ready to actively participate in entities carrying out professional activities related to law	He is able to face challenges related to the development of a draft commercial contract, the analysis of such a contract or a problematic situation concerning the improper performance of such a contract in entities conducting business activities and in public entities.	[SK4] test/exam - oral or written
	[PRAWOJ5_UW05] is able to perceive and analyse moral dilemmas, generate solutions and justify the positions adopted	Is able to identify the cause and consequence of improper performance of a business contract, as well as determine the available remedies.	[SU4] test/exam - oral or written
	[PRAWOJ5_WK10] has an in-depth knowledge of the principles of ethical and appropriate communication in legal and legal language	Is aware of the meaning of specific expressions in the legal language appropriate to contractual relations and their potential differences in meaning compared to everyday language.	[SW4] test/exam - oral or written
	[PRAWOJ5_WK09] has an in-depth knowledge of legal institutions and constructions specific to various fields of law, including selected specific areas of law discussed in the course of study	Knows the application, rights and obligations and scope of regulations relating to selected types of business contracts.	[SW4] test/exam - oral or written
	[PRAWOJ5_WG05] identifies in depth the various forms of social life, including the rights and duties of individuals in different contexts, with particular reference to the phenomena of violation of the law and their consequences	Knows the principles of performance of economic contracts and liability for their non-performance, taking into account specific provisions regulating these issues in relation to certain types of contracts or economic relationships.	[SW4] test/exam - oral or written
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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