Syllabus

Course Description

Course Title	Contract Law
Course Code	27349
Course Title Additional	
Scientific-Disciplinary Sector	GIUR-01/A
Language	Italian
Degree Course	Bachelor in Economics and Management
Other Degree Courses (Loaned)	
Lecturers	Prof. Laura Valle, Laura.Valle@unibz.it https://www.unibz.it/en/faculties/economics-management/academic-staff/person/11518
Teaching Assistant	
Semester	Second semester
Course Year/s	3
CP	6
Teaching Hours	36
Lab Hours	4
Individual Study Hours	-
Planned Office Hours	18
Contents Summary	The course aims to provide students with a professional knowledge of the legal instruments used in contractual relations related to the production and commercial functions of companies, and in the contractual relations of other institutions and organisations. - The design of contract content and the most commonly used contractual clauses. Contracts between professionals (B2B) and contracts between professionals and consumers (B2C).

	Transnational and online contracts Supply chain contracts (and related sustainability due diligence) and distribution contracts
Course Topics	Current legal sources of contract law. Contract agreement and contractual relationship. The designing of the contract content and the most widely used contract clauses. Contracts between professionals (B2B) and contracts between professionals and consumers (B2C): different rules for the two kinds of relationships. Information to the consumer. Standard contracts and unfair terms. Unfair commercial practices. The choice of the law applicable to international contracts. Contract of Sale. International Sale and the Vienna Convention on international Sale of Goods. Internet contracts. General contract law and special rules for the electronic commerce. Monetary obligations, interests on debt and interest agreements. The EU rules on business transactions. Credit guarantees. Collateral securities and personal securities, bonds. Guaranties in international contracts. Distribution chain and contracts, and the control on the supply chain also in the international perspective. The regulation of firm networks. Dispute resolutions: traditional and alternative methods. Arbitration and mediation; compulsory mediation.
Keywords	Contract Contract terms Contract negotiation Commercial contracts (B2B) Consumer contracts (B2C) Consumer protection Online contracts Transnational contracts Supply chain contracts Distribution contracts Network contract Contractual and credit guarantees Alternative Dispute Resolution System
Recommended Prerequisites	There are not compulsory prerequisites, nonetheless the attendance of the course Introduction to legal systems is

	suggested for the purpose to have a good understanding of the lectures.
Propaedeutic Courses	
Teaching Format	In presence frontal lectures.
Mandatory Attendance	Attendance is not compulsory, but recommended
Specific Educational Objectives and Learning Outcomes	ILO (Intended Learning Outcomes) ILO 1 Knowledge and understanding ILO 1.1 knowledge of the public and private legal system, also with reference to economic and business studies ILO 1.2 knowledge and ability to interpret the sources of law, with regard to the various sectors of the legal system: public, private, commercial and tax, in the European, national, regional and international contexts ILO 1.3 understanding of the legal framework regulating relations between private individuals and between private individuals and public bodies ILO 1.4 knowledge of the law of persons, property, transfer of rights to property and the law of obligations, contract and liability ILO 2 Ability to apply knowledge and understanding ILO 2.1 be able to provide support to companies and corporate bodies through knowledge of the relevant area of law ILO 2.2 be able to analyse cases arising in professional experience and apply the appropriate rules of the legal field concerned ILO 3 Autonomy of judgement ILO 3.1 find the necessary information in databases, legal sources and literature ILO 4 Learning ability ILO 4.1 finding information from databases, scientific literature, laws and regulations as required in professional life
Specific Educational Objectives and Learning	

Outcomes (additional info.)	
Assessment	The final written exam consists of 4 open questions with sub-questions.
Evaluation Criteria	The course grade will be based on the final written exam. Relevant for the assessment of the written exam: clarity of the answers, mastery of language (knowledge of the legal technical language, and grammatical and logic mastery of language), ability to summarize, evaluate, and establishing relationships between topics. (ILO 1.1, 1.3, ILO 2.1, 2.2, ILO 3.1, ILO 4.1).
Required Readings	Galgano, "Diritto privato": capp. 12, 13, 14, 15, 16, 17, 18, some topics also from chap. 10 e 11. About contracts drafting: Gatt-Cimmino-Mollo-De Crescenzo, "Tecniche di redazione degli atti giuridici, Il contratto", Unisob Press, 2023, pp. 19-35, 53-66 About consumers law: "I contratti del consumatore" a cura di Capilli: Introduzione: leggere, studiare parr. 5 e 6 Cap. 1: parr. 1 e 2 Cap. 2: parr. 1, 3, 3.1, 4, 4.1, focus: prosumer Cap. 3: the entire chap. Cap. 4: the entire chap. Cap. 5: the entire chap. Cap. 6: all until par. 8 included and parr. 13 e 13.1 About unfair commercial practices: Febbrajo, "Manuale di diritto dei risparmiatori e dei consumatori". About internet law: Pascuzzi, "Il diritto dell'era digitale", ed. 2025, pages that deals with the topics learned in class. A Civil Code 2025 is essential both during the lectures attendance

	and for the preparation of the final exam (see among others De Nova, Zanichelli publisher; or Hoepli publisher). A detailed syllabus of the lectures will be available on Teams.
Supplementary Readings	
Further Information	
Sustainable Development Goals (SDGs)	Industry, innovation and infrastructure, Climate action, Responsible consumption and production, Sustainable cities and communities