



COURSE DATA

Data Subject

Code	43176
Name	Business contracts 2: distribution, partnership and others
Cycle	Master's degree
ECTS Credits	5.0
Academic year	2024 - 2025

Study (s)

Degree	Center	Acad. year	Period
2128 - Master's Degree in Corporate Law. Trade, Labour and Tax Consultancy	Faculty of Law	1	First term
2901 - Double Master's Degree Programme in Law and Procurement-Corporate Law Comme	Faculty of Law	2	First term

Subject-matter

Degree	Subject-matter	Character
2128 - Master's Degree in Corporate Law. Trade, Labour and Tax Consultancy	7 - Business contracts 2: distribution, partnership and others	Optional
2900 - Double Master's Degree Programme in Law Practice and Corporate Law Commerci	3 - Specialty in Trade Consultancy	Optional
2901 - Double Master's Degree Programme in Law and Procurement-Corporate Law Comme	3 - Specialty in Trade Consultancy	Optional

Coordination

Name	Department
GONZALEZ PONS, ELISABET DOLORS	70 - Mercantile Law 'Manuel Broseta Pont'
HERNANDO CEBRIA, LUIS	70 - Mercantile Law 'Manuel Broseta Pont'



SUMMARY

Commercial and transport collaboration and distribution contracts are analyzed, both nationally and internationally, as well as contracts with Public Administrations.

With this, the aim is to get the student to deal with business contracting and the various contractual modalities, both from a theoretical point of view and through the solution of practical cases and the preparation and conclusion of specific contracts.

PREVIOUS KNOWLEDGE

Relationship to other subjects of the same degree

There are no specified enrollment restrictions with other subjects of the curriculum.

Other requirements

In addition to the general knowledge of the degree or degree of origin, in the Master's degree the student will have acquired training on the company, its structure, organization, organs and decision-making processes, as well as the legal regime and the regulatory framework of the its activity in the market.

COMPETENCES (RD 1393/2007) // LEARNING OUTCOMES (RD 822/2021)

2128 - Master's Degree in Corporate Law. Trade, Labour and Tax Consultancy

- Students should demonstrate self-directed learning skills for continued academic growth.
- Adquirir los instrumentos para poder planificar, ordenar y encauzar actividades de manera que se eviten en lo posible los imprevistos, se prevean y minimicen los eventuales problemas y se anticipen sus soluciones.
- Contemplar en conjunto y tener en cuenta los distintos aspectos y las implicaciones en los distintos aspectos de las decisiones y opciones adoptadas, sabiendo elegir o aconsejar las más convenientes dentro de la ética, la legalidad y los valores de la convivencia social.
- Proyectar sobre problemas concretos sus conocimientos y saber resumir y extraer los argumentos y las conclusiones más relevantes para su resolución.
- Saber identificar los requerimientos de prestación y organización determinantes para el asesoramiento jurídico empresarial.

LEARNING OUTCOMES (RD 1393/2007) // NO CONTENT (RD 822/2021)

The idea of concentric circles that we have been using expands, in this case, once the intrinsic content of the company is known, to its external activity in relation to other companies, suppliers and customers, through contracting. For this reason, the general regulation of this contractual activity and of its most typical contract, the purchase and sale, is addressed, the regulation of other usual contracts of business activity, both with individuals and with public sector entities. The specialty of this aspect justifies that the



matter is approached, basically, from the legal discipline that deals with it, as well as that which contemplates the action of public bodies in their facet of contractors under legal-public forms.

DESCRIPTION OF CONTENTS

1. Contracts for management of external businesses, commercial distribution and collaboration

2. Creation of business networks

3. Transportation private contract

4. International distribution contracts

5. International transportation regime

6. Contracting with the public sector

WORKLOAD

ACTIVITY	Hours	% To be attended
Theory classes	35,00	100
Development of group work	30,00	0
Preparation of evaluation activities	35,00	0
TOTAL	100,00	

TEACHING METHODOLOGY

EVALUATION

SE1 - Attendance at classes is an essential requirement for being assessed, with a minimum of 80% of sessions required. Below this minimum, and unless there are justified reasons, the student will not be assessed, appearing in the minutes as not present.



SE3 -Separate assessment through continuous assessment and specific tests for solving cases or reports, distributed in advance and to be defended on the day of the assessment.

SE4 – Continuous assessment, without prejudice to the fact that tests, exercises or resolution of specific questions may be required throughout the sessions.

The assessment will be carried out jointly for the subjects comprising each of them through continuous assessment and a final assessment test. A minimum pass mark in the final test will be required to pass the subjects of the module.

The student's participation in the teaching activities carried out in class will be a requirement for being assessed, with a minimum attendance of 80%.

Continuous assessment will allow students to obtain up to three points of the final grade for the module, and must be made up of at least three tests or activities that allow for subsequent verification and which will be specified by the coordinator of the specialty according to the weight of each subject in the module as a whole. Along with these, other tasks may be specified, both in class and to be carried out by the student outside of class, which may contribute to said continuous assessment.

The final test, which will be worth up to seven points, will consist of completing a report in class on a case provided with sufficient advance notice. In the test, students will be asked to answer a maximum of five questions in relation to it. At the discretion of the specialty coordinator, the case may be unique for all subjects or broken down into several cases on the different subjects of the specialty. Only normative texts and printed material will be allowed.

REFERENCES

Basic

- - Fernández de la Gándara: Derecho Mercantil internacional: Estudios sobre Derecho comunitario y del comercio internacional, Alfonso Luis Calvo Caravaca, Tecnos, última edición.
- Vicent Chuliá, Francisco: Introducción al derecho mercantil, Tirant Lo Blanch, última edición
- Yzquierdo Tolsada: Contratos: civiles, mercantiles, públicos, laborales e internacionales, con sus implicaciones tributarias, coord. por Mariano, José Manuel Almudí Cid, Miguel Ángel Martínez Lago, Aranzadi, última edición.



Additional

- Bibliografía complementaria o de referencia: Dados los incesantes cambios normativos, se facilitará al inicio de cada materia.

Lecturas: artículos y monografías que tratan específicamente alguno de los aspectos incluidos en el tema. Su lectura permitirá al alumno tener una visión mucho más amplia y rica de los contenidos de la materia expuestos en clase o abordados en la bibliografía básica. Tienen por objeto completar la información de los textos de la bibliografía básica, ampliando los aspectos más relevantes y ofreciendo, al mismo tiempo, una visión actualizada de los temas en la medida en que los mismos lo requieran.

Casos prácticos: proporcionan al estudiante la posibilidad de ejercitar su capacidad de análisis y decisión sobre situaciones reales que pueda plantear el material facilitado, aplicando los conocimientos teóricos que haya adquirido.

Resoluciones judiciales o de órganos administrativos: reflejan los criterios con los que los Tribunales o la Administración aplican la normativa jurídica.