



## COURSE INFORMATION FORM

Course Name	Course Code
Contract Negotiations	191114008

Semester	Number of Course Hours per Week		Credit	ECTS
	Theory	Practice		
4 <sup>th</sup>	2		2	3

Course Category (Credit)				
Basic Sciences	Engineering Sciences	Design	General Education	Social
				X

Course Language	Course Level	Course Type
Turkish	Undergraduate	Elective

<b>Prerequisite(s) if any</b>	
<b>Objectives of the Course</b>	The aim of this course is to prepare students who plan to work attorneyship profession, for the contract processes that they will participate in on behalf of their clients in the future. Therefore students are taught the processes before the establishment of large-scale commercial contracts and fits for the expectations from an attorney in this process.
<b>Short Course Content</b>	This course aims to teach a new type of responsibility that has started to take place widely in practice as a result of the necessity of adapting to constantly changing commercial life. This change brings up new types of contracts which are frequently used in the against classical contract theories. As it is known, under the responsibility of culpa in contrahendo, the parties are also under the responsibility of pre-contractual terms. In this course, the period of contract negotiations, which sometimes lasts months, and the law of this period will be explained.

Learning Outcomes of the Course	Contributed PO(s)	Teaching Methods *	Measuring Methods **
1 Knows and draws up contracts of negotiation of contracts	1-2-3-9-10	1-5-8-11	A-D
2 Knows the principles of honesty and trust and ensures that these principles are observed in the processes of negotiations he/she participates	1-2-3-4-9	1-8-11	A-D-K
3 Knows and applies the responsibility and consequences of trust	1-2-3-10	1-5-8-11	A
4 Understands the responsibility arising from the contract negotiations and uses them for the legal integrity of commercial relations	1-2-3-9-10	1-5-6-8-11	A
5 Knows the responsibilities arising from the contract negotiations against third parties and takes the necessary measures	1-2-3-4-9-10	1-6-8-13	A-D
6 Distinguishes contract-like claims and contracts from each other	1-2-3	1-8-11-13	A-D
7 Provides maximum benefit in favor of legal security in contract negotiations	1-2-3-10	1-5-6-8-11-13	A-D

\*Teaching Methods 1:Expression, 2:Discussion, 3:Experiment, 4:Simulation, 5:Question-Answer, 6:Tutorial, 7:Observation, 8:Case Study, 9:Technical Visit, 10:Trouble/Problem Solving, 11:Individual Work, 12:Team/Group Work, 13:Brain Storm, 14:Project Design / Management, 15:Report Preparation and/or Presentation

\*\*Measuring Methods A:Exam, B:Quiz, C:Oral Exam, D:Homework, E:Report, F:Article Examination, G:Presentation, I:Experimental Skill, J:Project Observation, K:Class Attendance; L:Jury Exam

<b>Main Textbook</b>	Demirciođlu, Huriye Reyhan, Culpa In Contrahendo Sorumluluđu
<b>Supporting References</b>	Antalya, O. Gökhan, Borçlar Hukuku Genel Hükümler C. V/1,1 Eren, Fikret, Borçlar Hukuku Genel Hükümler JUNG, S./KREBS, P., The Essentials of Contract Negotiation (e-book)
<b>Necessary Course Material</b>	

<b>Course Schedule</b>	
<b>1</b>	Introduction to negotiations of contract, contractual behaviours
<b>2</b>	Appearance of contract negotiations – contracts for establishing contracts
<b>3</b>	Appearance of contract negotiations – framework contract
<b>4</b>	Appearance of contract negotiations – contracts of contract negotiations
<b>5</b>	Contract-like claims – principle of honesty
<b>6</b>	Contract-like claims – principle of trust, term of trust
<b>7</b>	Obligation relations ground on trust
<b>8</b>	Mid-Term Exam
<b>9</b>	Defect liability arises from contract negotiations (culpa in contrahendo)
<b>10</b>	Extend of culpa in contrahendo
<b>11</b>	Responsibility of third parties in contract negotiations, third party protection contract.
<b>12</b>	Obligations arise from protection liability, virtual negotiorum gestio (benevolent intervention in another's affairs)
<b>13</b>	Letter of intent, commercial confirmation letter, term sheet
<b>14</b>	Securing contract negotiations, confidentiality agreement, gentleman's agreement.
<b>15</b>	Adjourning the contract negotiations – by termination of negotiations, by establishing contract
<b>16,17</b>	Final Exam

Calculation of Course Workload			
Activities	Number	Time (Hour)	Total Workload (Hour)
Course Time (number of course hours per week)	15	2	30
Classroom Studying Time (review, reinforcing, prestudy,...)	15	2	30
Homework			
Quiz Exam			
Studying for Quiz Exam			
Oral exam			
Studying for Oral Exam			
Report (Preparation and presentation time included)			
Project (Preparation and presentation time included)			
Presentation (Preparation time included)			
Mid-Term Exam	1	1	1
Studying for Mid-Term Exam	1	14	14
Final Exam	1	1	1
Studying for Final Exam	1	14	14
<b>Total workload</b>			<b>90</b>
<b>Total workload / 30</b>			<b>3</b>
<b>Course ECTS Credit</b>			<b>3</b>

Evaluation	
Activity Type	%
Mid-term	40
Quiz	
Homework	
Bir öge seçin.	
Bir öge seçin.	
<b>Final Exam</b>	60
<b>Total</b>	100

<b>RELATIONSHIP BETWEEN THE COURSE LEARNING OUTCOMES AND THE PROGRAM OUTCOMES (PO) (5: Very high, 4: High, 3: Middle, 2: Low, 1: Very low)</b>		
<b>NO</b>	<b>PROGRAM OUTCOME</b>	<b>Contribution</b>
1	To understand, analyze and comment on legal problems, to be able to discuss these issues, to offer opinions and solutions, to relate these processes to real life.	5
2	To have judgment skills and abilities in the field of law, open to cooperation with others, able to work in harmony with them, keen on research and examination, and having knowledge at a	5
3	To have the knowledge to determine the provisions to be applied to legal disputes, to have the ability to analyze, discuss and evaluate the court decisions in the relevant field.	5
4	To have skills to assimilate and carry the rules of ethics and profession.	3
5	To have skills to approach critically and creatively on the legal and social problems in terms of rule of law and ideal of justice.	4
6	To have skills to understand the differences between the theory and practice of private and public law.	1
7	To be able to comprehend the importance of lifelong learning and to analyze legal, social, cultural and similar events and developments in the world, country, region and local and to be	2
8	To have the skills to conduct disciplinary and interdisciplinary research and study.	3
9	To grow up with the moral and ethical rules required by business life and to be able to use them effectively in the future.	4
10	To have skills to use vocational information technologies efficiently in solving legal problems.	5

<b>LECTUTER(S)</b>				
<b>Prepared by</b>				
<b>Signature(s)</b>				

**Date: 26.07.2024**