

General information a.a. 2023/24	
Academic subject	COURSE OF DISTANCE NEGOTIATIONS LAW
Degree course	THREE-YEAR COURSE MARKETING AND COMMUNICATION OF FIRM
Academic Year	III
Language	ITALIAN
Academic calendar (starting and ending date)	I SEMESTER
Attendance	NO

Professor/ Lecturer	
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Virtual headquarters	face-to-face lessons, registration in MCA-BA-Diritto della contrattazione a distanza, Teams, code to be defined.

Syllabus	
Learning Objectives	<p>The course tends to teach how to use and understand the most important legislative sources of distance negotiations with particular attention for banking, insurance and financial distance negotiations and effected instruments for professional rights activities and consumer private protection.</p> <p>In the end of the course student must:</p> <ul style="list-style-type: none"> -provide independent reasoning, with assistance of basic text, connected laws, regulations, measures, case-law given during the lessons; - express critical and independent opinions and propose solutions to problems concerning to distance negotiations law; - have capability to magisterial studies or hold an important position entrepreneurial or managerial in marketing rules or communication in enterprises, institutions, societies and take and solve trade's problems.
Course prerequisites	Rudiments of contractual private law.
Contents	<p>I Part</p> <ul style="list-style-type: none"> -Rudiments of distance contracts: parts, national and european sources, history, legislative development. -Signs of Digital Service Act (Reg. UE 2022/2065 and Market Digital Act (Reg. UE 2022/1925. -The distance contract between professional men and consumers: artt. 1-3; 45-67, 68 and 136-143 consumer code (signs art. 139-140-

	<p>140-bis repealed and Title V-bis code of civil procedure, artt.840-bis/ 840-sexies decies c.p.c.). Telemarketing deepening.</p> <p>II Part -Analysis of most common types of distance contracts, view and commentary of principal instruments. -Correspondance sale, tv sale. -The electronic commerce: parts and development. Commentary of d. lgs. n. 70/03 coordination with Digital Service Act . E-marketing deepening. Principal legal problems of e-commerce. -Remote commercialization of banking, insurance and consumer credit.</p>
Books and bibliography	<p>I Part/II Part -D. Mastrorilli, Lecture notes of Distance negotiations law available from personal web profile of Department, -code of consumer law (by MIMIT),</p> <p>Alternative for frequenters: agreed syllabus and educational material given on line.</p>
Additional materials	Contracts and laws distributed on Team classroom.

Work schedule			
Total	Lectures	Hands on (, working groups, seminars, field trips)	Out-of-class study hours/ Self-study hours
Hours			
48	42	6	
European Credit Transfer and Accumulation System (ECTS)			
6			
Teaching strategy			
Expected learning outcomes			
Knowledge and understanding on	The student must know how to find, recognize, interpret the laws on the subject.		
Applying knowledge and understanding on:	The student must be able to apply the studied to the distance contracts of which he is a part, as a consumer, or as part of his working life.		
Soft skills	<p><i>Making informed judgments and choices.</i> The student must be able to assess the most appropriate tools to solve a problem. <i>Communicating knowledge and understanding</i> The student must be able to comment on the main sources of the</p>		

	<p>subject.</p> <p><i>Capacities to continue learning</i></p> <p>The student must be able to understand the essential aspects of the laws examined and to apply them.</p>
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Assessment and feedback	
Methods of assessment	<p>Oral examination, only for frequenters exemption.</p> <p>.</p>
Evaluation criteria	<p><i>Knowledge and understanding</i></p> <p>Verification of ability to identify and comment basic and specialized distance negotiations laws.</p> <p><i>Applying knowledge and understanding</i></p> <p>Verification of ability to apply theoretical knowledge to practical cases described during the lessons.</p> <p><i>Autonomy of judgment</i></p> <p>Verification of ability to critically discuss on the subject.</p> <p><i>Communication skills</i></p> <p>Verification of ability to critical presentation of what is required.</p> <p><i>Communicating knowledge and understanding</i></p> <p>Verification of ability to employ effectively study hours.</p> <p><i>Capacities to continue learning</i></p> <p>Verification of ability to continue learning in the matter.</p>
Criteria for assessment and attribution of the final mark	Votes out of thirty.
Additional information	

The teacher

Daniela Mastrorilli