

General Information	
Academic subject	COURSE OF DISTANCE NEGOTIATIONS LAW
Degree course	TWO-YEAR COURSE
Curriculum	MARKETING
ECTS credits	6
Compulsory attendance	No
Language	Italiano

Subject teacher	Name Surname	Mail address	SSD
	MASTRORILLI DANIELA	daniela.mastrorilli@uniba.it	12

ECTS credits details	6		
Basic teaching activities	Frontal lectures		

Class schedule	
Period	I semester
Year	II
Type of class	Lectures, probabile workshops.

Time management	
Hours	42
Hours of lectures	42
Tutorials and lab	To agree on.

Academic calendar	
Class begins	20 september 2016
Class ends	6 december 2016

Syllabus	
Prerequisites/requirements	Rudiments of contractual private law.
Expected learning outcomes	<p>The course tend 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><i>In the end of the course student must:</i></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 hold an important position

	entrepreneurial or managerial in marketing rules or communication in enterprises, institutions, societies and take and solve trade's problems.
Contents	<ul style="list-style-type: none"> • Commentary of most important source of distance negotiations law and executive terms.
Course program	<p>Part</p> <p>Dimensions of distance contracts: parts, national and european sources, history, legislative development.</p> <p>The distance contract between professional men and consumers: artt. 50-68 and 136-143 of consumer code (d. lgs. 6-9-2005, n. 206).</p> <p>Part</p> <ul style="list-style-type: none"> -Analys of most common types of distance contracts, view and commentary of principal instruments. -Corrispondance sale, tv sale. -The electronic commerce:parts and development. Commentary of d. lgs. n. 70/03. Principal legal problems of e-commerce and analyses of contractual conditions of some web site. -Distance commercialization of banking, insurance, financial services and consumer credit.
Bibliography	<p>I Part</p> <ul style="list-style-type: none"> -<u>Introduction and artt.45-67, 68 consumer code</u>: D. Mastrorilli, Lecture notes of Distance negotiations law available from the teacher or Department of Economics, Management and Enterprise law; -<u>artt. 136-143 consumer code</u> : D. Mastrorilli, Diritto della contrattazione a distanza, disciplina consumeristica e di settore, Progedit editore, Bari, 2011, pp. 119-141 e 143-151; -<u>artt. 141-141/decies</u>: Lecture notes. <p>II Part</p> <ul style="list-style-type: none"> -Corrispondance sale, tv sale, banking distance services, consumer credit : D. Mastrorilli, Lecture notes of Distance negotiations law available from the teacher or Department's secretary. -Electronic commerce, distance commercialization of financial services to consumer, insurance and financial distance services: D. Mastrorilli, Diritto della contrattazione a distanza, disciplina consumeristica e di settore, Progedit editore, Bari, 2011, pp.171-255; 263-318. Alternative for frequenters Agreed syllabus and educational material given in the lecture room.
Notes	Oral examination. Exemption and simplify oral

	examination only for frequenters.
Teaching methods	Frontal lectures.
Assessment methods (Oral examination.
Evaluation criteria	The student must show knowledge of connect laws and others instruments proposed on the lectures.
Further information	