Minor in Business Law and Economics - Contracts

Description

The Minor concept

A minor gives you the opportunity of having a second specialization in your degree. The minor is a bundle of three to four electives that can be chosen separately but if chosen together rewards a minor.

Purpose

International minor in **"Business Law and Economics - Contracts"**

This minor present a unique combination of contractual theory for the contract managers in all industries and the public sector. The minor provides the students with knowledge in regard to contracts in both a legal and an economic perspective. Contracts are the foundation of all trade, development and collaboration. Though this minor, the students will be able to identify business solutions, possibilities and obstacles arising from the contract law and negotiation of contracts. Students with a minor degree in business law and economics – Contracts from CBS will contribute to the company or public authority with a significant insight on how to negotiate efficient national or international contracts from a market perspective.

The minor in Business Law and Economics – Contracts provide a 30 ECTS-semester at CBS jointly with the students at the Master of Science in business administration and commercial law program. The minor has a specific focus on strategy, contract law, negotiation and the value chain in the industry. Contracts are the core instrument in regard to the business strategy. Contracts are formed differently in different places in the value chain. Negotiating the contract implements the business strategy and by combining strategy, negotiation, law and value chain theory, the final contract will be a driver for the business strategy. The minor provides a unique perspective on legal possibilities and barriers in regard to the strategy in the company and enables the students to solve legal and strategic problems from a theoretical and practical perspective.

Structure

The below table lists the structure and the ECTS credits of the individual courses. The course descriptions are available in the online course catalogue. Direct links are inserted in the below table.

Course	ECTS
Strategic Management	7.5
Negotiation: Theory and Practice	7.5
Contracts and the Value Chain	7.5
Common Law and Contracts	7.5

Content

Strategic Management

The key elements of this course are to perform a strategic analysis. Understand the historical foundations of strategic management. Understand and apply business model analysis, market analysis, positioning, resources & capabilities, competitive advantage and strategic innovation. In the course, the students will analyze and apply competitive interactions, platform strategies, organizational structure and creativity, and evaluating novelty. The course gives an overview of the field and provides the students with the tools and insights to rigorously analyze a company's strategy and develop one yourself.

Negotiation: Theory and Practice

he course focuses on understanding logical and behavioral issues in negotiations with the intent of making student effective negotiators. The emphasis is on in-class exercises that gives first-hand experience of how different conditions trigger different behaviors in negotiation situations.

Common Law and Contracts

The course provides both general and specific knowledge of common law and contracts, e.i. introduction to common law, operation of the common law, the impact of the common law on global legal systems and introduction to contract law under the common law regime.

Contracts and Value Chain

The course focuses on the interplay of private governance mechanisms, public law and private law doctrine in creating a rapidly developing legal framework in which all forms of production operate. Hence, the course concerns the foundational role of contracts in forming and governing the value chain. New forms of production, such as global value chains, have utilized new technologies and ideologies of governance to extend the governance effects of contract far beyond privity. The course introduces the development of these new forms of production and how they can be governed.

Examinations

The minor consists of the examinations listed below. The learning objectives and the regulations of the individual examinations are prescribed in the online course catalogue. Direct links to the individual examinations are inserted in the table below.

Exam name	Exam form	Gradingscale	Internal/external exam	ECTS
Strategic Management	Home assignment - written product	7-point grading scale	Internal exam	7.5
Negotiation: Theory and Practice	Home assignment - written product	7-point grading scale	Internal exam	7.5
Contracts and the Value Chain	Home assignment - written product	7-point grading scale	Internal exam	7.5
Common Law and Contracts	Home assignment - written product	7-point grading scale	Internal exam	7.5

Further information

Minor coordinator

Henrik Andersen, ha.law@cbs.dk

Study Board

Study Board for CM(jur.)

How to sign up

You sign up for ther minor by choosing the code **CJURM1004U**. By choosing this code you will automatically be signed up for all four courses.