

## **COURSE SYLLABUS**

|                       |  |                     |                                     |
|-----------------------|--|---------------------|-------------------------------------|
| <b>COURSE TITLE:</b>  | International Business Law               | <b>COURSE CODE:</b> | BLAW230                             |
| <b>PREREQUISITES:</b> |  | <b>SEMESTER:</b>    | SPRING 2022                         |
| <b>INSTRUCTOR:</b>    | Charlotte RIEGER                         | <b>CREDITS:</b>     | 3                                   |
| <b>EMAIL:</b>         | charlotte.rieger@exterieur.groupe-igs.fr | <b>SCHEDULE:</b>    | Group 1<br>Wednesday<br>12h30-15h30 |

### **COURSE DESCRIPTION:**

This course introduces students to the laws governing international business transactions. We will begin with an introduction to law and legal systems, followed by an overview of the legal environment within which international business takes place. We will then examine the main types of international business transactions and the various sources of national and international laws which regulate them. The focus will be on understanding the general nature and effect of the laws applicable to cross-border transactions. Topics include: basic categories and principles of law in the international legal environment; aspects of EU law; international sale of goods; corporations, partnerships and other legal forms for doing business internationally; engaging personnel across borders; intellectual property rights; and international commercial dispute resolution.

### **COURSE OBJECTIVES:**

The course aims to provide a general introduction to the laws and legal principles that apply to different types of international transactions. Through case studies and analysis of sample legal agreements, students will gain an understanding of the practical legal issues faced by business managers and executives operating in a global market. Students will develop an understanding of the legal risks inherent in international business and practical skills to manage those risks.

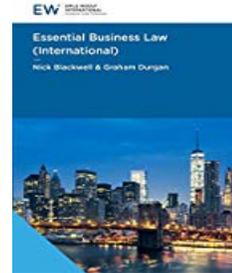
### **EXPECTED LEARNING OUTCOMES:**

Upon completion of this course students should be able to:

- Understand basic legal rules, concepts and sources of law;
- Identify the legal rules applicable to different types of international business transactions;
- Understand the legal risks of doing business internationally.
- Negotiate the core terms of common legal transactions.

**MANDATORY TEXTBOOK:**

Nick BLACKWELL, Graham DURGAN, Essential Business Law (International)  
ISBN-13: 978-1848437128



**ASSESSMENT:**

The final grade will be determined as follows:

Class Participation 20%

Includes attendance, in-class discussions and exercises, pre-class preparation/homework.

Team Presentations 20%

Students will give presentations in teams. Grades will be awarded to each team, irrespective of individual performance.

Mid-Term Exam 30%

Final Exam 30%

**Presence in class is mandatory. This includes students attending via Livestream. More than 2 absences may result in failure.**

More than 10 minutes late = ½ absence

Beyond 2 absences = 1 letter grade reduction in final grade per additional absence

**GRADING CRITERIA:**

The final grade issued for a course is a letter grade, at times followed by a + or a – sign. Each letter grade has a point value and The American Business School of Paris uses the following grading scale:

|        |    |      |       |    |      |
|--------|----|------|-------|----|------|
| 100-93 | A  | 4.00 | 72-69 | C- | 1.67 |
| 92-89  | A- | 3.67 | 68-66 | D+ | 1.33 |
| 88-86  | B+ | 3.33 | 65-63 | D  | 1.00 |
| 85-83  | B  | 3.00 | 62-60 | D- | 0.67 |
| 82-79  | B- | 2.67 | <60   | F  | 0.00 |
| 78-76  | C+ | 2.33 |       |    |      |
| 75-73  | C  | 2.00 |       |    |      |

Any grade below a C (73%) is considered a failing grade and students are required to retake the class.

**Grades will be based on the standard ABS Grading Rubrics available on Become.io**

## COURSE SCHEDULE:

| Dates                | Reading <u>before</u> class<br>+ Group Presentation topic  | Session Content  |
|----------------------|--|--|
| Session 1<br>2 Feb   |  | Introduction to the course<br>Fundamental legal concepts |
| Session 2<br>9 Feb   | <i>Reading:</i> Textbook Chapter 1, 2<br><b>Group Presentation:</b><br>Describe the legal system of your or<br>another country | Overview of the international legal<br>environment       |
| Session 3<br>16 Feb  | <i>Reading:</i> To be provided<br><b>Group Presentation:</b><br>European data privacy law (GDPR)                               | Aspects of European Union law                            |
| Session 4<br>23 Feb  | <i>Reading:</i> Textbook Chapters 6, 7<br><b>Group presentation:</b><br>Consumer protection law in Europe                      | Agency law<br>Partnerships                               |
| Session 5<br>2 Mar   | <i>Reading:</i> Textbook Chapters 8, 9, 11<br><b>Group Presentation:</b><br>Corporate social responsibility                    | Regulation of companies                                  |
| Session 6<br>9 Mar   |  | MID-SEMESTER EXAM  |
| Session 7<br>23 Mar  | <i>Reading:</i> Textbook Chapter 5<br><b>Group Presentation:</b><br>Marking and labelling requirements                         | Introduction to commercial contracts                     |
| Session 8<br>30 Mar  | <i>Reading:</i> Textbook Chapter 4<br><b>Group Presentation:</b><br>E-commerce law   | CISG and the international sale of goods                 |
| Session 9<br>6 Apr   | <i>Reading:</i> To be provided<br><b>Group Presentation:</b><br>Marketing and advertising regulations                          | Hiring personnel:<br>agents, employees and contractors   |
| Session 10<br>13 Apr | <i>Reading:</i> To be provided<br><b>Group Presentation:</b><br>Case studies on intellectual property                          | Intellectual property rights                             |



|                      |   |                                  |
|----------------------|---|----------------------------------|
| Session 11<br>20 Apr | <i>Reading:</i> Textbook Chapter 3<br><b>Group Presentation:</b><br>Case studies on international commercial disputes | International dispute resolution |
| Session 12<br>27 Apr |   | FINAL EXAM                       |

**The last day of the semester is 13 May 2022. DO NOT PLAN ANY TRAVEL BEFORE THIS DATE AS THERE ARE NO MAKE-UP EXAMS.**

### **ADD/DROP POLICY:**

BBA students have the option to add or drop a course during the first week of the semester. Students can add/drop courses without penalty from the online registration platform until **18h00 on 4 February 2022**. Students may attend as many classes as they like during the add/drop period. If the student adds a course, but has not attended the first session of the term, it will be counted as an absence.

### **WITHDRAWAL POLICY:**

BBA students may withdraw from a class up until **18h00 on 25 March 2022**. Withdrawing from a course does not exempt the student from the fees associated with the course. Withdrawal requests must be submitted to the Academic Advisor in writing. No withdrawal requests will be acknowledged without a written and signed request. Students may not withdraw from a class after the 7th week deadline.

### **PLAIGIARISM POLICY:**

The American Business School of Paris expects its students to meet and maintain the highest ethical standards in all areas of their academic and professional behavior. Therefore, compliance to academic integrity means that students use reputable sources of information and the proper acknowledgement of authors and sources of information whose ideas, materials, data, and research have informed one's own work. This entails that if ideas, the data or words of others have been used, this must be clearly and rigorously shown using agreed scholarly conventions.

All work submitted by students are subjected to plagiarism checks. Any work that is found to contain more than 15% similarity, excluding proper citations, will receive an F grade, and the student will not be given an opportunity to rewrite the work. The first violation will result in a written warning, of which a copy will be placed in the student's permanent record. A second offence will result in a summons to a meeting of the Academic Disciplinary Committee where the sanction will be deliberated. Sanctions include: retaking and repaying for ENGL101 Academic Methodology, retaking and repaying for the failed course, and expulsion from the school for the most egregious forms of academic dishonesty.