



COURSE SYLLABUS

COURSE TITLE:	International Business Law and Ethics	COURSE CODE:	BLAW511
PREREQUISITES:			
INSTRUCTOR:	Charlotte RIEGER	CREDITS:	3
EMAIL:	crieger.blaw511@gmail.com		

COURSE DESCRIPTION:

This course introduces students to the legal environment within which business is conducted internationally. It will begin with an overview of fundamental principles of international law, including the main legal structures and institutions which regulate transnational commerce. The approach will be primarily transactional, focusing on the practical legal and ethical implications of conducting various types of business across national borders. Topics include international contracting; the international sale of goods, distribution and agency agreements, intellectual property and licensing arrangements, and international dispute resolution.

COURSE OBJECTIVES:

The course aims to give students a framework for understanding the laws that apply to different types of international business transactions, and how those laws operate. Through the analysis of case studies and sample legal agreements, emphasis will be placed on practical legal and ethical issues faced by business managers and executives operating in a global market. Students will develop skills to analyse and negotiate the terms of common legal documents. The goal is to give students tools to make sound strategic and operational decisions by identifying the legal risks inherent in conducting international business and to formulate strategies to minimise those risks.

EXPECTED LEARNING OUTCOMES:

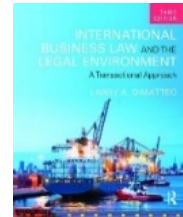
Upon completion of this course students should be able to:

- Identify the principal laws and agencies that regulate international business;
- Describe different types of transactions and identify the applicable legal rules, procedures and risks;
- Evaluate and negotiate the core terms of common transactional documents;
- Understand the legal and ethical implications and assess the legal risks inherent in conducting certain types of business;
- Develop and implement strategies to minimise the risks of doing business across national borders.



MANDATORY TEXTBOOK:

Larry A DiMATTEO, International Business Law and the Legal Environment: A Transactional Approach (3rd ed.). ISBN-13: 978-1138850989



EVALUATIONS:

The final grade will be determined as follows:

Class Participation 20%

Grades will be awarded on pre-class preparation/homework and participation in discussions and exercises during class.

Note: Presence in class is mandatory. More than 2 absences will result in a reduced grade and may result in failure. Arriving more than 10 minutes late to class will count as ½ absence.

Team Presentations 20%

Students will give presentations in teams. Grades will be awarded as follows: 50% for team performance (evaluated by instructor) and 50% for individual contributions to the group (evaluated by peer review of team members).

Mid-Term Exam 25%

Final Exam 35%

GRADING CRITERIA:

Grades will be based on the standard ABS Grading Rubrics available on beecome.

NOTE: NO COMPUTERS, TABLETS OR SMART PHONES WILL BE ALLOWED DURING CLASS TIME. ALL DEVICES MUST BE TURNED OFF AND PUT AWAY IN BAGS. ANY STUDENT CAUGHT USING A DEVICE OR A COMPUTER WITHOUT AUTHORIZATION WILL INCUR ½ ABSENCE AND BE INVITED TO LEAVE THE CLASSROOM. CLASS NOTES SHOULD BE TAKEN BY HAND WITH PEN AND PAPER.

COURSE SCHEDULE:

Dates	Content	Required reading <u>before</u> class + Group presentation topic
Session 1	Introduction to the course Fundamental legal concepts	
Session 2	Overview of the international legal environment: legal risks and ethical issues	Textbook: Ch 1 pp 6-9, 14-35 Ch 2 pp 40-62 Group Presentation: Corporate social responsibility
Session 3	Market entry strategies for international business	Textbook: Ch 3 Group Presentation: International standards and/or advertising regulation
Session 4	Aspects of European Union law	Textbook: Ch 8 Group presentation: EU data protection law (GDPR)
Session 5	International commercial contracts	Textbook: Ch 11 pp 319-334 Group Presentation: Consumer (B2C) contracts
Session 6	MID-SEMESTER EXAM	
Session 7	International sale of goods	Textbook: Ch 12 Group Presentation: Marking and labeling requirements
	No class (Remembrance Day)	

Session 8	International services: engaging personnel across borders	Textbook: Ch 16 pp 480-92, Ch 17 pp 501-513 Group Presentation: Regulation of e-commerce
Session 9	Licensing of intellectual property	Textbook: Ch 18, 19 Group Presentation: International IP disputes
	No class (Business Games)	
Session 10	Foreign direct investment	Textbook: Ch 20 pp 581-595 Group Presentation: Case study on FDI in emerging economies
Session 11	International dispute resolution	Textbook: Ch 4 pp 107-8, pp 114 ff, Ch 20 pp 581-595 Group Presentation: Case study on international commercial disputes
Session 12	FINAL EXAM	