

**INTERNATIONAL BUSINESS LAW AND THE GLOBAL BUSINESS
ENVIRONMENT**
10 ETS
SUMMER 2012

PROFESSOR: Dr. Michael Martin

OFFICE: To be determined

OFFICE HOURS: To be determined / Additional times are always available by appointment.

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TEXTBOOK: Richard Schaffer, ET AL., *International Business Law and its Environment*, (South Western, 8th Ed.).

Additional readings will be distributed online.

PREREQUISITES: Determined by University

CLASS Begins Monday 16 July 2012 (Introduction)
SCHEDULE: Mondays thru Thursdays from 9:00 to 14:00.
Final Exam and Projects August 2012.

AIM OF COURSE: The course is designed for international students, business professionals, and representatives of international institutions. The topics covered in this course are crucial for contemporary business leaders. The course objective is to provide participants with a firm understanding of the legal, policy (including business ethics), and institutional issues that arise in international business transactions. My teaching methodology, which mixes lectures with interactive class exercises and case studies, will give participants practical knowledge and experience that can easily be applied on the job.

The class emphasizes public law, regulation of business, dispute resolution, and focuses on the various relationships which exist within society, government and business. A sample of covered topics includes: trade regulations, the General Agreement on Tariffs and Trade, economic regulations, social regulations, the operation of the WTO, and environmental concerns.

TEACHING METHODOLOGY:

This course will be presented through lectures, case studies, student presentations, and the Socratic Method (Questions and Answers). This is an intensive course which covers a great deal of material. Student participation is helpful not only with regards to the group presentations but during general lectures as well. Most classes will begin with an introduction and lecture presentation by the professor.

COURSE/LEARNING OUTCOMES:

1. Acquire knowledge of the basic elements and terminology of business law and learn to use its language as a medium for expressing answers to legal problems.
2. Familiarize the student with the kinds of situations in which global business managers must recognize legal problems.
3. Develop the technique of applying legal knowledge to the solution of these problems.
4. Impress upon the student the advisability of learning how best to avoid legal problems, rather than learning through experience. This approach can be loosely characterized as "preventive law."
5. Acquire knowledge of the interdisciplinary approach to the study of business and its environment including the interaction of laws, ethics, technology, and social change.
6. Familiarize the students with international regulation and regional trade agreements.
7. Obtain a working knowledge of business competition and the impact of antitrust laws on competition.
8. Obtain knowledge of business and trade laws including operation of the WTO and the various trade regulations which affect global commerce.
9. Establish a basic understanding of International liability with an emphasis on products liability.
10. Acquire knowledge of the business and its environment including social responsibility, corporate governance, business ideology, ecology and environmental issues, and future challenges in the business-society relationship.

IMPORTANT ISSUES:

This course provides an overview of the legal regulations which control or affect international business. Selected topics to be covered include, international dispute resolution, contracts (including the General Agreement of Tariffs and Trades), letters of credit, the World Trade Organization (WTO) and its constituent agreements, tariff reduction, most-favored-nation status, national treatment, customs, and free trade areas, sustainability, awareness of ethical concerns/issues, EU, NAFTA, US trades laws, anti-dumping and countervailing duties. The interactive aspect of the course will focus on the WTO Dispute Settlement Procedure and will look at selected cases decided through the WTO dispute settlement mechanism and the role lawyers play in this mechanism.

CLASS SCHEDULE:

<u>Class Dates (July-August 2012)</u>	<u>Topics</u>	<u>Readings</u>
17 July (Tue)	Introduction to International Business Law	Chapters 1-2
18 July (Wed)	International Commercial Disputes	Chapter 3
19 July (Thurs)	Sales Contracts and Excuses for Nonperformance	Chapter 4
23 July (Mon)	The Documentary Sale, Terms of Trade, and Liability in Transport of Goods	Chapters 5-6
24 July (Tues)	Bank Collections, Trade Finance, Letters of Credit Case Assignments	Chapters 7
25 July (Wed)	Lawmaking Powers, GATT, and the WTO	Chapters 8-9
26 July (Thurs)	International Laws governing trade (cont.), Environmental concerns	Chapter 10
30 July (Mon)	Regulating Competition and Trade	Chapter 11
31 July (Tue)	Imports, Customs, and Tariffs	Chapter 12
1 August (Wed)	Regulation of Exports	Chapter 13
2 August (Thurs)	Regional Trades Agreements (EU/NAFTA)	Chapter 14
2 August (Thurs)	Research Presentations including Ethical Case Analyses	
Final Week (6-10 August) Exam Preparation		

GENERAL ASSIGNMENTS: Each chapter contains an end of chapter practice test. As a general rule, you should be prepared to discuss the practice test questions at the end of each assigned chapter.

CASE ANALYSIS: Students will be placed into groups and assigned two cases to analyze, brief, and present in the third week of class.

WRITING COMPONENT OF THIS COURSE: Approximately 25% of a student's grade will be based on quizzes or writing assignments (including case briefs, in-class quizzes, and essays examination questions).

STUDENT CONDUCT: Students are expected to be courteous and polite to the instructor and to their fellow classmates. You are training yourself to be a business professional. I just happen to be your personal trainer. Little things do matter in the real world. Decorum matters. How you address an individual matters! Table manners matter. Part of my job is to help you develop an appreciation for such things.

ETHICAL DIMENSION COVERAGE: Ethical considerations such as the interplay between minimum legal conduct required by statute or case decisions and the recurring conflict of self-interest of the firm and greater public interest in safety of design and use of products is presented for student's consideration.