

Global Learning Initiatives Program Course Syllabus

Course Information

Course Name	International Business Transactions
Lecturer(s)	Mark L. Shope
Course Description	This course provides students with a survey of the legal aspects of international business transactions. It introduces students to the legal mechanics, the legal instruments, and business strategies used in the global business and commercial environment. Students will learn what kinds of transactions lawyers representing private entities face in the international context, how to approach such transactions in practical ways, and how larger policy concerns affect the lawyer's responsibilities.
Course Objectives	<p>At the conclusion of the course, you will be able to do the following:</p> <ol style="list-style-type: none"> 1. Evaluate the various views, including economic theories, concerning the rationale for and objectives of international commerce with a view to guide further learning; 2. Recognize the various business motivations that drive international business decision making and the role, work, and ethical considerations of an attorney in this context; 3. Compare the basic forms of international business transactions, including how to apply legal rules and business considerations to analyze and predict possible outcomes for those transactions; 4. Use sound research methods to analyze various problems related to international business transactions; and 5. Deliver strategic advice to clients regarding planning, negotiating, concluding, and performing cross-border deals.
Suggested Proficiencies (if any)	At least one year of prior study of the law in any jurisdiction is required. This class is entirely online. You should be logging onto the e3 platform at least three times a week (if not every day) to view assignments, presentations, contribute to discussions, read posting of others, etc.

	Activities and assignments will be posted in advance providing ample time for completion.
Reading List (if any)	<p><i>Required Text:</i></p> <p>International Business Transactions: A Problem-Oriented Coursebook, 13th Edition. Folsom, Van Alstine, Ramsey, and Schaefer, West Academic Publishing (2019).</p> <p>Note that all the documents in the document supplement can be found online or on library databases. I've compiled the links to these supplemental documents and posted them on e3.</p> <p><i>Optional Text</i></p> <p>Folsom, Gordon, Spangle, Van Alstine, Principles of International Business Transactions (Concise Hornbook Series)</p>
Grading Criteria	<p>1% Class orientation assignment</p> <p>14% Discussion posts</p> <p>35% Quizzes</p> <p>50% Final Exam</p>

Course Schedule

Class	Date (YYYY/MM/DD)	Course Topic	Lecturer
Week 1	Week of 2021/02/22	<p>The Conduct of Business in the World Community. The first module is an overview of the various aspects of international business. You will learn why businesses trade and invest abroad in the first place. The first module will also include a discussion on the various actors involved in foreign trade and the different</p>	Mark L. Shope

		forms of international business. Reading: Chapters 1, 2, and 3, Pages 3-34 of the Coursebook	
Week 2	Week of 2021/03/01	The Conduct of Business in the World Community. The first module is an overview of the various aspects of international business. You will learn why businesses trade and invest abroad in the first place. The first module will also include a discussion on the various actors involved in foreign trade and the different forms of international business. Reading: Chapters 1, 2, and 3, Pages 3-34 of the Coursebook	Mark L. Shope
Week 3	Week of 2021/03/08	Agreement for the International Sale of Goods. The second module focuses specifically on the agreement for the international sale of goods. This includes issues surrounding the formation of the contract, conflict of laws issues, the United Nations Convention on Contracts for the International Sale of Goods (CISG), important commercial terms (Incoterms), and the bill of lading. Reading: Introduction 4.0 pgs. 37-69; Problem 4.1 pgs. 69-101; Problem 4.2 pgs. 101-131; Problem 4.4 pgs. 166-193; Problem 4.5 pgs. 193-225 of the Coursebook	Mark L. Shope
Week 4	Week of	Agreement for the	Mark L. Shope

	2021/03/15	<p>International Sale of Goods. The second module focuses specifically on the agreement for the international sale of goods. This includes issues surrounding the formation of the contract, conflict of laws issues, the United Nations Convention on Contracts for the International Sale of Goods (CISG), important commercial terms (Incoterms), and the bill of lading. Reading: Introduction 4.0 pgs. 37-69; Problem 4.1 pgs. 69-101; Problem 4.2 pgs. 101-131; Problem 4.4 pgs. 166-193; Problem 4.5 pgs. 193-225 of the Coursebook</p>	
Week 5	Week of 2021/03/22	<p>Financing the International Sale of Goods. The third module will focus on issues surrounding financing the sale of goods. Reading: Problem 5.1 pgs. 228-263; Problem 5.2 pgs. 263-292; Problem 5.3 pgs. 292-331 of the Coursebook</p>	Mark L. Shope
Week 6	Week of 2021/03/29	<p>Financing the International Sale of Goods. The third module will focus on issues surrounding financing the sale of goods. Reading: Problem 5.1 pgs. 228-263; Problem 5.2 pgs. 263-292; Problem 5.3 pgs. 292-331 of the Coursebook</p>	Mark L. Shope
Week 7	Week of 2021/04/05	<p>Export & Import Issues. The fourth module includes import and export issues. Included in</p>	Mark L. Shope

		<p>this module is coverage of export controls, trade sanctions, and some anti-bribery matters.</p> <p>Reading: Introduction 8.0 pgs. 607-615; Problem 8.1 pgs. 615-646; Problem 8.2 pgs. 646-679; Problem 8.3 pgs. 679-712 of the Coursebook</p>	
Week 8	Week of 2021/04/12	<p>Export & Import Issues. The fourth module includes import and export issues. Included in this module is coverage of export controls, trade sanctions, and some anti-bribery matters.</p> <p>Reading: Introduction 8.0 pgs. 607-615; Problem 8.1 pgs. 615-646; Problem 8.2 pgs. 646-679; Problem 8.3 pgs. 679-712 of the Coursebook</p>	Mark L. Shope
Week 9	Week of 2021/04/19	<p>Licensing, Theft & Protection of Intellectual Property. The fifth module includes IP issues, including the protection of IP, and transferring technology.</p> <p>Reading: Introduction 9.0 pgs. 715-729; Problem 9.3 pgs. 793-829 (skip Part B); Problem 9.4 pgs. 829-861 (skip Part B) of the Coursebook</p>	Mark L. Shope
Week 10	Week of 2021/04/26	<p>Licensing, Theft & Protection of Intellectual Property. The fifth module includes IP issues, including the protection of IP, and transferring technology.</p> <p>Reading: Introduction 9.0 pgs. 715-729; Problem 9.3 pgs. 793-829 (skip Part B); Problem 9.4 pgs. 829-861 (skip Part B) of</p>	Mark L. Shope

		the Coursebook	
Week 11	Week of 2021/05/03	Establishing & Operating a Foreign Investment. The sixth module includes matters surrounding establishing foreign operations (sometimes called foreign investment, foreign direct investment, or FDI). Reading: Introduction 10.0 pgs. 865-868; Problem 10.1 pgs. 868-899; Problem 10.3 pgs. 928-961; Problem 10.4 pgs. 961-980 of the Coursebook	Mark L. Shope
Week 12	Week of 2021/05/10	Establishing & Operating a Foreign Investment. The sixth module includes matters surrounding establishing foreign operations (sometimes called foreign investment, foreign direct investment, or FDI). Reading: Introduction 10.0 pgs. 865-868; Problem 10.1 pgs. 868-899; Problem 10.3 pgs. 928-961; Problem 10.4 pgs. 961-980 of the Coursebook	Mark L. Shope
Week 13	Week of 2021/05/17	Dispute Resolution. The seventh module will discuss international dispute settlement (arbitration vs. litigation, choice of forum, choice of law, service of process, enforcement matters, etc.) Reading: Introduction 11.0 pgs. 1083-1115; Problem 11.1 pgs. 1115-1139; Problem 11.2 pgs. 1139-1171; Problem 11.5 pgs. 1196-	Mark L. Shope

		1224; Problem 11.6 pgs. 1224-1245 of the Coursebook	
Week 14	Week of 2021/05/24	Dispute Resolution. The seventh module will discuss international dispute settlement (arbitration vs. litigation, choice of forum, choice of law, service of process, enforcement matters, etc.) Reading: Introduction 11.0 pgs. 1083-1115; Problem 11.1 pgs. 1115-1139; Problem 11.2 pgs. 1139-1171; Problem 11.5 pgs. 1196-1224; Problem 11.6 pgs. 1224-1245 of the Coursebook	Mark L. Shope
Week 15	Week of 2021/05/31	Final Exam	Mark L. Shope