



INTERNATIONAL BUSINESS LAW - BLAW 428

Professor Kurt M. Saunders

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OFFICE HOURS: Monday & Wednesday, 12:30 - 2:00 pm; and by appointment.

Course Description

This course is a study of the legal aspects of international business transactions, including an introduction to public international law; an analysis of international sales contracts; international trade regulation; technology transfer and protection of intellectual property rights; and issues relating to foreign direct investment. *Prerequisites:* BLAW 280; BUS 302, 302L for BSBA majors; passing score on the Upper-Division writing Proficiency Exam (WPE).

Course Objectives

You will gain an understanding of the various legal rules that apply to decision-making in the business environment, and to use these rules to manage legal risk and make ethical decisions. You will develop your analytical, argumentation, and writing skills by reading and briefing court decisions, identifying legal issues and legally relevant facts, using rules and facts to support an argument, and applying rules through oral discussion of cases and hypothetical problems in class and through written analysis on examinations.

Required Texts

The required texts for this course are Richard Schaffer et al., *International Business Law and its Environment* (8th ed. 2012) ("TEXT") and Saunders, *International Business Law Supplement* ("SUPP"). The supplement is available for purchase at the campus bookstore only. The textbook is available in hardcopy at the campus bookstore and the electronic version is available at a discount online at: <http://www.cengagebrain.com>

Class Attendance and Participation

I will use lecture along with the Socratic and problem methods of instruction. Class discussion will focus on case and problem analysis. You must attend class on a *regular* and *punctual* basis and may miss only a small number of classes for good cause or circumstances beyond your control. You are required to have completed the assigned readings and problems in advance of class and to participate in class.

Method of Assessment

Plus and minus grading will be applied. Examinations are closed-book and will include both essay and multiple choice questions. There are *no extra credit assignments*. Except in emergency or unforeseeable circumstances that you can document, there will be *no make-up examinations*. If you know *in advance* that you will be absent on the day of an exam and can present a valid excuse, you *may* be able to arrange with me to take the exam *in advance* of the rest of the class. Your final grade will be computed based on the total number of points you accumulate during the semester on the following:

Examination I	30 points
Examination II	30 points
Examination III	30 points
Class Participation	10 points

There are *no extra credit* assignments. You are also responsible for knowing and following the *Academic Dishonesty Policy*, available in the university catalog and online. Collaboration on examinations is prohibited. Instances of academic dishonesty will be immediately reported and will result in a grade of “F” for the course.

Schedule and Reading Assignments

WEEK	TOPIC	READING	CASES
1-2	International Dispute Resolution	TEXT: 79-80, 84-96, 99-100; SUPP: 2-8	<i>Matimak Trading, Asahi Metal, M/S Bremen, Helicopteros, Graduate Management, Yahoo!</i>
2-3	Sovereign Immunity	TEXT: 61-63, 565-569; SUPP: 15-16	<i>Saudi Arabia, Argentina</i>
3-5	International Sales of Goods	TEXT: 108-142; SUPP: 20-28	<i>Asante Technologies, Chateau des Charmes, Delchi Carrier, MCC-Marble, Hanwha, Schmitz-Werke, Raw Materials</i>
5	<i>EXAMINATION I</i>		
6-7	International Protection of Intellectual Property Rights	SUPP: 45-48, 95-152	<i>India-Patent, China-Measures, Subafilms, Steele, TianRui, Jazz Photo, Kirtsaeng, Kmart, Lever Bros.</i>
8	Foreign Corrupt Practices Act	TEXT: 513-519; SUPP: 50-60	<i>Liebo, Kay</i>
9	Export Controls	TEXT: 408-29; SUPP: 63-71	<i>Dien, Roth</i>
10	<i>EXAMINATION II</i>		
10-11	GATT and the WTO	TEXT: 248-269, 275-297	<i>Japan-Taxes</i>
	Nontariff Barriers to Trade	TEXT: 306-326	<i>Thailand Restrictions, EC Measures Concerning Meat</i>
12-13	Import Regulation and Unfair Trade Practices	TEXT: 338-357; SUPP: 74-76	<i>Heavyweight Motorcycles, Pesquera Mares, Frozen Lamb Meat, Cabot Corp.</i>
14-15	Customs: Classification, Valuation, and Country of Origin	TEXT: 364-396; SUPP: 83-86	<i>Camel Manufacturing, Better Home Plastics, Rollerblade, Ferrostaal Metals, Superior Wire</i>
Final	<i>EXAMINATION III</i>		