

Office of Academic Affairs
Tarleton State University
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Master Course Syllabus Outline

Department: Management, Marketing, & Administrative Systems
Course Prefix/Number: GB 584
Course Title: International Business Law
Master Syllabus Approved by Department on: 12/1/08

- I. Catalog Description: A study of international commercial business and the legal environment within which it operates. The study of traditional international concepts of treaties, sovereignty, national and international law, customs, licensing, franchising, environmental and employment law. Special emphasis on contracts falling under the International Sale of Goods (CISG), GATT and WTO Treaties, NAFTA, and regional trade areas.
- II. Prerequisites: Graduate standing required.
- III. Expanded Course Description: The course will provide the student an overview of international business relations and the various legal systems that such relationships will operate within. National and international law will be analyzed with special emphasis on commercial sales contracts, various legal systems and disputes resolution, treaties and customs laws, export and foreign licensing and environmental law. The course will also make a comparison of the application of United States law and international law in international commercial transactions.
- IV. Intended Student Outcomes:

At the conclusion of the course the student will achieve the following:
 - a) Knowledge outcomes:
 - 1) Describe the global marketplace.
 - 2) Define international customary law and its origins.
 - 3) Explain the difference between indirect and direct exporting.
 - 4) Examine the risks associated an international business transaction, such as cultural and language risks, currency, legal and political risks.
 - 5) Examine the different ethical practices in international business.
 - 6) Define the application of the U.S. Foreign Corrupt Practices Act and its impact on international trade.
 - 7) Examine the different thoughts on human rights considerations in international trade.

- 8) Explore the different strategies of a foreign businesses doing business in the United States and United States businesses doing business in a foreign country.
- 9) Describe the differences in conducting a joint venture and franchising.
- 10) Examine the different methods of dispute resolution in international trade.
- 11) Understand international trade regulations based on GATT principles and the various World Trade Organization (WTO) agreements.
- 12) Understand national import and export regulations to include assessment of duties and transaction value.
- 13) Describe the importance of U.S. Foreign Trade Zones.
- 14) Comprehend the negotiation of an international trade contract.
- 15) Examine international sales law and particularly the provisions contained in the Convention on International Sale of Goods (CISG).
- 16) Compare provisions under the CISG and the Uniform Commercial Code Article 2.
- 17) Know the steps involved in a documentary transaction.

- 18) Have a knowledge of the various international trade terms affecting an international commercial transaction.
- 19) Define the responsibilities of international carriers associated with the transportation of goods.
- 20) Define a letter of credit and its use in an international commercial transaction.
- 21) Describe the sale of services in international commercial transactions.
- 22) Describe the process of licensing of intellectual property and protection of proprietary rights.
- 23) Describe trademark, copyright and patent protection under international and the laws of a foreign country.
- 24) Describe the use of electronic means of conducting an international commercial transaction.

b) Skill Outcomes

- 1) Be able to identify customary law and its application to an international commercial transaction.
- 2) Be able to identify risks associated with an international transaction and determine the steps to eliminate or minimize the risks.
- 3) Prepare a risk assessment regarding an international transaction.
- 4) Analyze appropriate ethical standards to be used in an international transaction.
- 5) Apply the U.S. Foreign Corrupt Practices Act.
- 6) Be able to choose the best method of doing business in a foreign country.
- 7) Determine the best method of resolving a dispute involving international trade.

- 8) Apply the various principles and agreements under international law based on conventions and treaties.
- 9) Be able to understand how duties and tariffs are applied when importing and exporting goods.
- 10) Have an understanding of the different styles of negotiation that are used when negotiating an international contract.
- 11) Apply the rules under the Convention on the International Sale of goods.
- 12) Be able to understand and follow the steps involved in a documentary transaction.
- 13) Be able to apply the INCOTERM trade terms in an international commercial transaction.
- 14) Determine who bears the risks of loss when transporting goods by international carrier.
- 15) Be able to choose the appropriate insurance to cover risk of loss in an international commercial transaction.
- 16) Be able to pick the best form of financing an international transaction.
- 17) Be able to recognize various letters of credit.
- 18) Recognize how a sale of services is conducted in international trade to include the hiring of personnel, the employment relationship and the application of international labor standards.
- 19) Determine under what circumstances intellectual property rights can be protected through trademark, patent, and copyright law.
- 20) Be able to understand the basics of licensing of intellectual property.
- 21) Determine under international law when electronic means can be used to transact business internationally.

V. Unless otherwise stipulated in this master syllabus by the department, the following items are subject to faculty discretion as described in each faculty member's individual course outline/syllabus:

- a) Course Requirements
- b) Required Text(s)
- c) Bibliography

VI. Academic Honesty: Cheating, plagiarism (submitting another person's materials or ideas as one's own), or doing work for another person who will receive academic credit are all-impermissible. This includes the use of unauthorized books, notebooks, or other sources in order to secure or give help during an examination, the unauthorized copying of examinations, assignments, reports, or term papers, or the presentation of unacknowledged material as if it were the student's own work. Disciplinary action may be taken beyond the academic discipline administered by the faculty member who teaches the course in which the cheating took place.

VII. Students With Disabilities Policy: It is the policy of Tarleton State University to comply with the Americans with Disabilities Act (ADA) and other federal, state, and local laws relative to the provision of disability services. Students with disabilities attending Tarleton State University may contact the Office of Disability Services at (254) 968-9478 to request appropriate accommodation. Furthermore, formal accommodation requests cannot be made until the student has been officially admitted to Tarleton State University.

Department Head Signature/Date:

Signature

_____/_____/_____
Date