

	<p style="text-align: center;">Grenoble Graduate School of Business</p> <p style="text-align: center;">International Business Law</p>	<p style="text-align: center;">Syllabus</p>
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Program/ Intake	Undergraduate	Academic Year	2012-2013
Module Supervisor	Business Contacts International, Inc.	Department	GDF

Contact Hours	30 hours	Total Study Hours	90 hours	Coefficient	1.0	ECTS Credits	5.0	US Credits	2.50
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Module Description	<p>Introduction to International and Comparative Law</p> <p>Dispute Settlement</p> <p>Sales Contracts and the CISG; documentary sales ; documentary collection and letters of credit</p> <p>International and regional trade law: GATT and the WTO : Basic Principles of the GATT Agreement; the European Union</p> <p>Regulating the International Marketplace: Agents and agency agreements; Licensing</p> <p>Intellectual Property Rights and IPR licensing agreements; Foreign Direct Investments (corporate and tax issues).</p> <p>The Multinational Enterprise or Environmental law.</p>
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Module Learning Outcomes	<p>By the end of this module, the student will have :</p> <ol style="list-style-type: none"> 1. Closely examined the legal aspects of the three basic forms of international business: trade; licensing of intellectual property; and foreign direct investment- within the context of managerial decision-making. 2. Examined the fundamental principles of public and private international law, as well as of the law of the European Union, as they relate to the regulation of trade, licensing of intellectual property rights and direct investment. 3. Had conveyed a basic knowledge of the law of contracts for the sale of goods as embodied in the Convention for International Sale of Goods in a comparative perspective with other legal systems and principles concerning the subject-matter. 4. Have been offered a comparative approach to the study of business law and of legal systems so as to understand how legal problems are treated in different societal and cultural environments. 5. Developed an awareness of the special legal problems facing Multinational corporations that are trading, licensing and investing in foreign countries.
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Teaching Method	Pre class preparation of chapter readings and case study and in-class discussion of the material. Case studies, problems, students' oral presentations
Evaluation	<ul style="list-style-type: none"> • Examination : 50 % • Continuous Assessment : 50 %

Textbook	COMPULSORY TEXTBOOK. Schaffer, Agusti, & Earle, International Business Law and Its Environment, South- Western Legal Studies in Business 8 th Edition 2012 (international edition) , ISBN-13 9780538480758 ISBN-10: 0538480750.
Bibliography	<p>Josephine Steiner, Lorna Woods, Textbook on Ec Law, Oxford University Press (November 2003), 8th edition, ISBN 0199258740</p> <p>Ralph H. Folsom, Michael W. Gordon, John A. Spanogle, International Business Transactions In A Nutshell, West Group (31 December 2004), 7th edition, ISBN 031415101X</p> <p>folsom, Gordon, Spanogle, International Business Transactions in a Nutshell, West Group 6th Edition , 2000.</p> <p>Ralph H. Folsom, European Union Law in a Nutshell, West Group (30 April 2005), 5th edition, ISBN 0314160396</p> <p>Malcolm Jarvis, The Application of Ec Law by National Courts: The Free Movement of Goods, Oxford University Press (November 1998), ISBN 0198265956</p> <p>Bernard Rudden, Derrick W. Wyatt, Basic Community Laws, Oxford University Press (May 1996), 6th edition, ISBN 0198764286</p>
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