

<b>Course</b>	<b>MNGT 3320 Business Law: International</b>
<b>Term</b>	Fall I, 2008
<b>Instructor</b>	Name: Dr. A. Nicholas Simon Phone: 533-31-58
<b>Catalog Description</b>	This course is designed to assist students in understanding the several aspects of international business law. It will introduce the fundamentals of law and practical implications related to international business. It will examine legal problems, laws and issues in international trade transactions: contracts, agency, distributorship arrangements, sales, negotiable instruments, financing, corporate organization, exports, ventures, licensing, and taxation.
<b>Prerequisites</b>	Business Law I
<b>Learning Outcomes</b>	At the end of the course the student will have achieved the following: <ul style="list-style-type: none"><li>➤ A knowledge of international legal terminology and practices;</li><li>➤ A knowledge of the similarities and differences between international business law and domestic business law;</li><li>➤ A knowledge of the various external environments of international business and their impacts upon international business law;</li><li>➤ A knowledge of the legal impact of management decisions and how to anticipate firm reactions;</li><li>➤ An awareness of current and emerging legal issues in international business.</li></ul>
<b>Textbook and other Materials</b>	Required Texts: International Business Law and its Environment Schaffer, Earle & Agusti, latest Edition, West Educational Publishing Company (Latest edition) Further readings are posted on the WebCT-site.
<b>Grading</b>	a) Term Paper 20 % b) Examinations: mid-term 30 %, final 35 % 65 % c) Class Participation and presentation of paper 15 %
<b>Activities</b>	

**University Policies****Cheating**

Any student found cheating on any part of the course work (homework assignment, term paper, quiz, exam, etc.) will automatically be given an "F" for the course. Any student found to be helping another student to cheat will likewise be given an "F" for the course. In each case, the student will also be put on disciplinary probation for the remainder of her or his stay at Webster. If the student is found to have engaged in cheating a second time, s/he will be automatically expelled from the University.

**Attendance**

Class attendance is obligatory. Instructors will take attendance at each class session and reduce a student's course grade by half a letter grade for each full week of class missed. Any student who misses three or more full weeks of class will automatically be given an "F" for the course.

**Course Policies**

Weekly Schedule    WEEK 1 (old book!)  
                                    Chapter 42: Organization and Financial Structure of Corporations  
                                    Chapter 43: Management of Corporations

                                    WEEK 2 Chapter 1: Introduction to International Business  
  Chapter 14: European Union (pages 457-472)  
  Proposal for term paper due.

                                    WEEK 3 Chapter 3: The Resolution of International Disputes,  
  International Private Law, Arbitration

                                    WEEK 4 Chapter 4: Sales Contracts and Excuses for Non-  
  Performance  
  **Mid-term examination**

                                    WEEK 5 Chapter 5: The Documentary Sale and Terms of Trade

                                    WEEK 6 Chapter 7: Letters of Credit  
  (pages 216-227)  
  Chapter 16: International Marketing Law  
  Term Papers due  
  Presentation of Term Papers

                                    WEEK 7 Chapter 17: Licensing Agreements and Intellectual  
  Property Rights  
  Chapter 20: Labor and Employment Discrimination Law  
  Presentation of Term Papers

                                    WEEK 8 Review Session  
  **Final Exam**  
  **Presentation of Term Papers**

**Additional  
Information**