

BLAW4760-INTERNATIONAL LAW & BUSINESS

Instructor:

Teresa Brosnan, Attorney, LL.M, MBA
Adjunct Professor of Law, Marketing Dept
Albers School of Business and Economics

Winter Quarter 2017

Office – PIGT433

Classroom: PIGT200

Day & Time: Tues & Thurs 1:30 – 3:35 p.m.

Contact details: Please email me if you have any questions regarding course content or other questions about the class at: brosnant@seattleu.edu. Make sure that in your “subject” line, you insert the class details (BLAW4760) and your name, as messages without this subject line may be deleted and treated as junk mail.

Course Description: As competition increases in established markets, developing new markets overseas has become a strategic alternative for many organizations. The challenges of such a strategy are many, not the least of which are the legal challenges. This course is designed to explore the legal considerations of multinational business operations, and increase understanding of the legal liabilities and ethical issues in global commerce. Students will look at the risks of doing business internationally, understand basic principles relating to international contracts for the sale and carriage of goods, payment issues and recognize potential legal problems. A brief study will be made of the impact that major international organizations such as the ICC, European Union, GATT, the WTO have on international law. The course will review the main strategies for doing business internationally: trade, licensing and investment.

Required Text: John H. Willes & John A. Willes, *International Business Law: Environments & Transactions*. 1st edition (2005) McGraw-Hill. The SU bookstore will have a coursepack with the relevant pages of the text reproduced for sale. You may decide to purchase a hard copy of the book online; as I have selected an old edition of this textbook there may be second hand copies available for purchase.

In addition to the required text readings, there are also Supplemental Cases and Materials ("SC") that are required. These are available at the course website in Canvas or will be made available to you in class.

These materials are REQUIRED reading for the class

Class schedule and etiquette

Class will start promptly at 1:30 p.m. and will resume after specified time breaks during the class. Out of courtesy to your fellow students, please make every effort to be on time and avoid disrupting others.

The use of laptops, tablets, netbooks, PDAs, smart phones, or other electronic devices during class is **not allowed** without my express consent. Anyone doing so will not receive any credit for participation during that class session.

The ***Assignments and Grades*** for this class are as follows:

Assignments	% of grade	Tentative Grade Scale
Participation, Discussion postings, Group Questions, Quizzes	35%	A to A- = 100% to 90%
Mid term	30%	B+ to B- = 89% to 80%
Final Exam	35%	C+ to C- = 79% to 70%
		D+ to D- = 69% to 60%
Total	100%	F = Below 60%

BLAW4760-INTERNATIONAL LAW & BUSINESS

Class participation and peer evaluation: The grade for participation will be based on your in-class contribution and general course involvement and attitude. Attendance in class is mandatory; you will not get credit just for showing up. Participation should be "thoughtful"; students should be well prepared, having read the assigned chapters before class and any other materials, such as case summaries and course site materials, so you can actively engage in discussions with your classmates in class. Students should also demonstrate a desire to understand the contributions and ideas of their fellow classmates. Students will prepare and lead discussions on specific case studies and to case questions in each lesson and each group will post their notes and summary of their case on the CANVAS course site. In addition, you will be asked to evaluate your fellow team members, details will be given during the course.

Discussion Board and Group Question postings: Students will work in teams, to produce a summary and notes on each of the case studies and group questions they have presented in class on the Discussion Boards on CANVAS. These postings must be submitted no later than the due date. No credit will be given for late postings; however, even if you are late, you should still post your findings on the Discussion Board for the rest of the class. Details will be given out in class and on the CANVAS course site. To improve your participation credit, students should post comments on cases and questions they have not otherwise been assigned in the Discussion Boards for the relevant chapter.

Quizzes: Students will access and complete quizzes on Canvas each week. Credit will be given for on time completion of the quiz. It is important to complete the quizzes even if you are late. Students should use this assignment to test their understanding of the materials covered in class and in the readings.

Exams: There is a mid term and a final exam. Both exams are **closed book, no dictionary, no computer**, with **no notes** allowed. The reason for this is that I do not want you to spend the entire examination time hunting through the book or your notes for material that you should have already read, digested and studied. If you take the time and make the effort to carefully review the material, the course will not only be more meaningful for you, but the examinations will contribute to your learning as well. For the examinations, you should be prepared to answer **multiple choice questions** pertinent to the concepts covered in or suggested by the course materials, assignments, class lectures and discussions. The number of points for each question is set out in the exam. Make up exams will not be given except in cases of illness substantiated by documentation given to me prior to the exam.

Disability - If you have a disability that interferes with your performance as a student in this class, you are encouraged to arrange support services and/or accommodations through Disabilities Services staff in the Learning Center, Loyola 100, (206) 296-5740. Disability-based adjustments to course expectations may only be made through this process.

Academic Honesty – As a Seattle U student, you are expected to abide by the University's Academic Honesty Code: <http://www.seattleu.edu/registrar/page.aspx?ID=87>

If you are not sure whether a particular action is acceptable according to the Academic Honesty Code, please check with me before engaging in it. Every student is entitled to equal opportunity to maximize their learning opportunity. Academic dishonesty impinges upon this right.

Extra Help: Please feel free to contact me outside of class for additional help. The best way to reach me is to email me and I will respond within 1-2 working days, although typically, I can usually get back to you much sooner. Please note that I am unavailable over weekends. Meetings are available by appointment on class days at my office in Piggott Hall 433.

BLAW4760-INTERNATIONAL LAW & BUSINESS

BLAW 4760 – T. BROSANAN - COURSE SCHEDULE – WQ2017

The tentative schedule for course activities and assignments is below. This may be changed to suit class progress.

WEEK	TOPICS AND ASSIGNMENTS	READINGS
1 Jan 3, 5	Course Introduction and Overview Intro to Strategies for International Legal and Business Environments Ethical Issues in International Business International institutions and introduction to comparative law	Chap. 1, 2
2 Jan 10, 12	Principles of International Law International Dispute Resolution	Chap. 3, 13
3 Jan 17, 19	Licensing Agreements and Intellectual Property Rights	Chap. 11
4 Jan 24, 26	Sales Representatives, Agency/Distribution, Marketing Host country issues: Taxation, Ethics, Labor Foreign Direct Investment (Lecture)	P. 292-295, Chap.10, 12 Chap. 14
5 Jan 31, Feb 2	Foreign Direct Investment (cont'd) Mid term exam review Mid term exam – Feb 2	Chap 12
6 Feb 7, 9	International Business Transactions International Sale of Goods	P. 208-218 Chap. 7
7 Feb 14, 16	Documentary sales, Terms of Trade, INCOTERMS Carriage of Goods by Sea	Chap. 8
8 Feb 21, 23	Payment: Trade Finance and Letters of Credit	Chap. 9
9 Feb 28, Mar 2	GATT Law, the World Trade Organization,	Chap. 4
10 Mar 7, 9	Regional trade agreements Importing Final exam Review	Chap. 5 Chap 6
Finals week March 17	Final Exam – Friday, 1200 – 1350h	