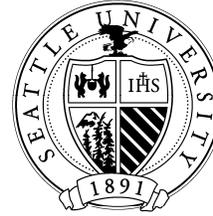


**INTERNATIONAL LAW & BUSINESS–BLAW 5310
WINTER 2018**

INSTRUCTOR: David W. Arnesen
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A L B E R S
SCHOOL OF BUSINESS
AND ECONOMICS

OFFICE HOURS: Monday, Tuesday, Wednesday, and Thursday, 1:30 to 4:30 PM and by appointment.

TEXT: INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT, 9th Edition, 2015, Schaffer, et. al., South-Western Publishing Company. Students will be asked to access the internet to research various international legal issues.

COURSE DESCRIPTION: This course is designed to analyze the international legal environment in which global enterprises operate. Cases, text material and class discussion emphasize trade agreements, international contracts, intellectual property, resolution of international disputes, GATT, NAFTA, the European Union, import & export law, international labor laws, political risks, international letters of credit and documentary sales. Students will develop their critical thinking skills while examining business cases within the international business environment.

GENERAL COURSE OUTLINE-SCHEDULE MAY CHANGE TO FIT CLASS PROGRESS

Week 1 – January 10, 2018

Introduction and Class Overview

Chap. 1 – Introduction to International Business

Chap. 2 – International Law and the World’s Legal Systems

Chap. 3 – Resolving International Commercial Disputes

Week 2 – January 17, 2018

Chap. 4 – Sales Contracts and Excuses for Nonperformance

Chap. 5 – The Documentary Sale and Terms of Trade

Chap. 6 – The Carriage of Goods and the Liability of Air and Sea Carriers

***Import/Export Presentation Sign-up

Week 3 – January 24, 2018

Chap. 7 – Bank Collections, Trade Finance, and Letters of Credit

Chap. 8 – National Lawmaking Powers and the Regulation of U.S. Trade

***Selected readings in these chapters.**

Chap. 9 – *GATT Law and the World Trade Organization: Basic Principles

Week 4 – January 31, 2018

EXAM 1-Comprehensive-Assigned Readings Weeks 1-4, Lecture, and Online Materials.

***Selected readings in these chapters.**

Chap. 11– *Regulating Import Competition and Unfair Trade
Chap. 12 –*Imports, Customs and Tariff Law
Chap. 13 –*The Regulation of Exports

Week 5 – February 7, 2018 **ONLINE SESSION**

Executive Paragraph Due-Canvas Dropbox

Presentation Slides Due-Canvas Dropbox

Log into Canvas and follow the instructions regarding NAFTA and the European Union

Chap. 14 – *North American Free Trade Law

Chap. 15 – *The European Union and Other Regional Trade Areas

Week 6 – February 14, 2018

Import/Export Presentations (4)

Chap. 10 – Laws Governing Access to Foreign Markets

Week 7 – February 21, 2018

Import/Export Presentations (4)

Presentation Materials & Executive Paragraph due in Canvas

Chap. 16 – *International Marketing Law: Sales Representatives, Advertising and Ethical Issues

Week 8 – February 28, 2018

Import/Export Presentations (4)

Chap. 17 – Licensing Agreements and the Protection of Intellectual Property Rights

Chap. 18 – *Takings and National Controls on Foreign Direct Investment

Week 9 – March 7, 2018 (4)

Import/Export Presentations

Chap. 19 – *Labor and Employment Discrimination Law

Chap. 20 – Environmental Law

Week 10 – March 14, 2018 **ONLINE SESSION**

Final Import/Export Paper Due-Canvas Dropbox

Log into Canvas and follow the instructions regarding foreign employment/labor and intellectual property materials.

Chap. 21 – Regulating the Competitive Environment

Week 11 – March 21, 2018

EXAM 2-Comprehensive, All Assigned Readings, Lecture Material, and Import/Export Presentations

IMPORT/EXPORT PROJECT (3-4 pages plus citations)

Option A

Identify a product/company that should be imported/exported.

Why would this product be a success?

What would be the challenges to importing/exporting this product?

Option B

Identify a product/company that is a new import/export within the past five years.

Why has this product been a success?

What were the challenges to importing/exporting this product?

REPORT INSTRUCTIONS

The report should be three to four pages, however, if you need more space to adequately address the issues please do so. The page requirement does not include pictures, graphs, footnotes or endnotes. Use of either form of citation is acceptable but please do not use both. Use enough references to provide us background regarding the facts, issues, and the strategic decision(s), i.e. the amount of documentation senior management would expect for an executive briefing.

The executive paragraph due on February 7, 2018 should be the introduction to your paper. With regard to the presentations of this project, you will have 20 minutes for the presentations and 5 minutes answer questions from your colleagues.

Report Structure

- (1) Single space, no cover page
- (2) First narrative page should have name, title of report, date, on right margin at the top
- (3) 3-4 pages (excluding citations)
- (4) Times New Roman, 12 font
- (5) Footnotes or endnotes (use one or the other, not both)
- (6) Citations (not counted in page count)
- (7) Citation form – APA or other (key is to be consistent)
- (8) Citations to the web are appropriate
- (9) Executive “paragraph” to be enter into Canvas drop box by February 7, 2018. PPT slides due in Canvas drop box before your presentation.
- (10) Final Report to be entered in the Canvas drop box by March 14, 2018.

GRADING SCALE

A to A- = 100% to 90%
B+ to B- = 89% to 80%
C+ to C- = 79% to 70%
D+ to D- = 69% to 60%
E = Below 60%

GRADING POINTS

Exam 1	=	50 POINTS
Exam 2	=	50 POINTS
Import/Export Report	=	30 POINTS
Import/ Export Presentation	=	40 POINTS
<u>Online Assignments</u>	=	<u>30 POINTS</u>
TOTAL	=	200 POINTS

DETAILS

- (1) No makeup tests.
- (2) No recording of lectures without prior permission of instructor.
- (3) Class attendance is expected at all class sessions.
- (4) If you miss two or more class sessions your grade will be lowered.

- (5) In order to receive full participation points you must attend class and actively participate.
(6) Instructor may assign up to 10 extra points for exceptional class participation.

Computer Use Policy

The use of laptops, net books or PDAs in class to take class-notes, view powerpoints or work on class projects is allowed and encouraged. However, please do not use laptops, netbooks or PDAs (cellphones, hand-helds) in class for any other non-class related activity (including instant messaging, web-browsing, etc.) unless specifically permitted by the instructor.

Recording of Lectures Policy

For protection of proprietary knowledge and for a variety of other reasons, audio and videotaping of any class session is strictly prohibited without prior approval of the instructor. Under extreme circumstances or for a pre-approved class absence, audio taping a class session will be allowed on a case by case basis and with the express permission of the instructor. The student will be responsible for making all necessary arrangements. Students will need to adhere to the appropriate agreed upon use of the content material of these audio tapes.

Seattle University Resources and Policies

Academic Resources

- Library and Learning Commons (<http://www.seattleu.edu/learningcommons/>)
(This includes: Learning Assistance Programs, Research [Library] Services, Writing Center, Math Lab)
- Academic Integrity Tutorial (*found on SU Online*)

Academic Policies on Registrar website

- Academic Integrity Policy
Seattle University is committed to the principle that academic honesty and integrity are important values in the educational process. Academic dishonesty in any form is a serious offense against the academic community. Acts of academic dishonesty will be addressed according to the Seattle University Academic Integrity Policy. The policy can be found under the Office of the Registrar at Seattle University:
(<https://www.seattleu.edu/media/redhawk-axis/registrar/registrar-policies/Academic-Integrity-2011-3.pdf>)

If you are not sure whether a particular action is acceptable according to the Academic Integrity Policy, you should check with your instructor before engaging in it.

- Academic Grading Grievance Policy (see online)
- Professional Conduct Policy (*only for those professional programs to which it applies*)

Notice for students concerning Disabilities

If you have, or think you may have, a disability (including an 'invisible disability' such as a learning disability, a chronic health problem, or a mental health condition) 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 located in Loyola 100, (206) 296-5740. Disability-based adjustments to course expectations can be arranged only through this process.