

Syllabus
Law of International Business Transactions
IB 3280
Section
Summer, 2013

Instructor: Michael J. Costello, B.A., J.D., LL.M.

Office: 1104 – Tower

Office Hours: 3:00 – 5:00 pm on Monday and Wednesday or by appointment

Class Sessions: Monday and Wednesday from 6:00pm to 8:30pm

Classroom: 132-SSB

Course: A lecture and discussion course on the subject of the law pertaining to transacting business internationally.

Course Objectives:

1. To introduce students to general principles relevant to transacting international business, such as concept of sovereignty.
2. Explore tools for successfully engaging in business transactions involving more than one country.
3. Increase global awareness of students preparing for business careers.
4. Prepare student to recognize and deal with ethical challenges of operating in a global environment.
5. Encourage students to confidently and capably prepare and present executive level materials.

Textbook:

Required: International Business Law and its Environment, Eighth Edition, by Schaffer, Agusti, Dhooge and Earle, published by Cengage Publishing.

Recommended: The Economist magazine

Supplemental Materials: will be posted in course website for student review and comment.

Grades: Student grades will be based on total points accumulated in the course. Instructor generally gives + and – grades in the course.

Activity:	Points:
Attendance and Participation	100
Quizzes and Assignments	100
Case Powerpoint Presentation	100

Case Written Summary	100
Treaty Powerpoint Presentation	100
Treaty Written Summary	100
Mid-term Exam	200
Final Exam	<u>200</u>
Total [approximately]	1000

Activities:

Attendance: Attendance will be maintained on an honor system by each student's completion of a student attendance and participation card which is to be completed and returned to the instructor each class session.

Participation: Using an honor system, each student will mark her attendance and participation card each time the student actively participates in class through responding to an instructor query, asking a question or sharing an idea relevant to the discussion materials with the class.

Student Case Summary and Presentation: Each student will select and inform the instructor of one case from the textbook which has been referred to in a footnote or the text. **The case may not be one which has been summarized in the textbook as noted by it being highlighted [see page 14-15 for an example of a case which is highlighted.]** See Table of Cases listed in beginning of textbook. The student will then use the university library system to find the full text of the court decision to prepare a one page executive summary of the case and a six [6] slide powerpoint presentation of the case.

- a. The one [1] page executive summary will provide:
 1. the name of the case, date of the final decision, and the court delivering the final decision,
 2. a brief summary of the key facts,
 3. the question before the court for which the case is cited in the textbook,
 4. how the court answers the question,
 5. the final decision of the court if different from the answer to the question for which the case is in the book, and
 6. the student's opinion of whether the decision by the court is correct and why [See: comment about what your opinion means.]

The student's executive summary together with a printed out copy of the entire court decision will be submitted to the instructor **by the class session prior to the date for the student's case presentation.**

- b. The six [6] slide powerpoint presentation will provide:
 1. An introduction of the student by at least her full name and major, and
 2. the items listed above for the executive summary.
 3. The student will be prepared to answer questions from the instructor and the class on the topic of the case.

4. The powerpoint presentation is to be well designed to convey briefly and clearly the information which will help the class remember the key points. [It is not a copy of the executive summary.]

On a date to be scheduled by the instructor, the student will present to the class the case powerpoint presentation.

The student is expected to be the class expert on the case selected by the student.

Student Treaty Summary and Presentation: Each student will select a treaty discussed in the textbook and follow a similar approach by preparing a one [1] page executive summary and power point presentation of the treaty. See table of treaties listed in front of textbook.

- a. The one [1] page executive summary will provide:
 1. The name of the treaty, date it came into force and whether the US has ratified the treaty;
 2. A brief summary of the goals and purposes of the treaty;
 3. whether the treaty is broadly adhered to by most major trading countries or only limitedly adopted;
 4. Whether the treaty, if ratified by the US is self-executing; and
 5. The student's opinion of whether the treaty is the best approach to achieving the goals and purposes of the treaty and why. [See comment about what your opinion means.]
- b. The six [6] slide powerpoint presentation will provide:
 1. Another introduction of the student delivering the presentation by at least her full name and major;
 2. The items set forth in the executive summary, [It is not a copy of the executive summary.]
 3. The student is expected to be prepared to answer questions about the treaty from the instructor and the class.

On a date to be scheduled by the instructor, the student will present to the class her treaty powerpoint presentation.

The student is expected to be the class expert on the treaty selected by the student.

Timeliness, Adherence to Instructions and Proper English Language: A regular graded component of any written assignment is:

1. Proper identification of the instructor, the course and the name of the student submitting the materials.
2. Correct English usage, grammar, spelling and punctuation is required for each submission.
3. All submissions should be typed on clean, white paper and properly stapled.

4. Strict adherence to instructor limitations on length is expected.

Your Opinion: The case and treaty require you to give an ‘opinion’ about the issue and resolution achieved by the case/treaty. To give an ‘opinion’ requires thoughtful input from you about whether this was the right/optimum/poor solution, for example how could it have been better, not a mere parroting of the court/treaty.

Quizzes and Assignments: Periodically the instructor may give quizzes. The quizzes will typically cover the textbook materials which are to be covered in the class session or lecture materials from the prior class session. The quizzes will be short answer. It will be necessary to keep up with the reading materials in order to succeed on the quizzes.

The instructor may in lieu of quizzes give the class a written assignment.

Exams: There will be two exams. The mid-term exam will cover the materials covered up to the date of the mid-term exam. The Final exam will be comprehensive. The exams will consist of short answer and multiple choice questions designed to test the student’s memory of key materials and application of the materials to problems.

Plagiarism and Cheating: Any student whose work appears to be the result of cheating or to have plagiarized another person’s work will be subject to academic discipline. Plagiarism is the use without attribution of the work of another author or person. Consequently, there should be no cutting and pasting or inclusion of an author’s work unless it is in quotation marks and a citation is provided to the authority that the instructor may easily locate and verify.