**SEJONG ALP ( Pre LLM/LLM)**

**International Business Law**

Spring 2012

**"The global marketplace is reaching into virtually every industry and engaging not just companies with a long established global presence but the very clients that are your bread and butter" --- David A Steiger**

**“The sale of goods or services across national boundaries gives rise to a number of issues not present in domestic sales”. Lucinda Low**

**“Commercial arbitration is now the primary method of dispute resolution in international commerce.” --- James H Carter**

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Office hours: By appointment. Usually available everyday.

**Course Reading Materials**

**Text**: International Business Law and Its Environment

**Supplementa**l Re**adings**

Additional cases and articles will be povided

**Course Content**:

The central aim of the course is to provide an overview of international commercial and business laws with emphasis on International Dispute Resolution, International Sales Contracts, International Marketing and IPO. Some emphasis will also be placed on International Antitrust and Data Privacy concerns.

This course will cover a great deal of material in a short time period. Class time will include lecture, case study and other visual/ handout materials. Discussion will be important. That means you will have to read, reflect upon and discuss the issues and cases.

**Course Goals/Objectives:**

After completing this course, students should be able to:

* display a basic understanding of international commercial law in the US
* identify international business conflicts and demonstrate the skills to resolve them
* understand international marketing issues
* understand various antitrust and non-competition regimes

Course Requirements

There will two exams . The **exams** will be a combination of T/F, multiple choice and possible short answer. Make-up examinations will be given for medical problems, family emergencies or conflicts with work. If you have such an emergency, you must notify me as soon as the problem is identified. You must notify me of non-attendance for an examination prior to, or no later than one hour after, the examination.

**Participation**: Since we will have multiple case studies, discussion is a significant part of this course. All reading assignments should be completed prior to the class period for which they are assigned. Your participation and contributions to discussions will be weighted with 20 % of your grade. Attendance: The method of instruction makes attendance important. Reading at home cannot make up for what happens in class. If you can’t be in class due to conflicts with work, please let me know. An email is fine.

**Assessment and grading**:

Participation and preparation 20%

Midterm exam 40%

Final exam 40%

**Course Schedule is as follows: ( Subject to Change)**

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| Date | Topic | Reading |
| **March 17** | Introduction of course | Text- Overview of International Business environment Chapter 1 |
| 24 | International Law and World’s Systems | Text- Chap 2 |
| 31 | Resolving International Disputes | Text - Chap 3Case Study |
| April 7 | Dispute Resolution contd | Handouts |
| April 14 | Sales Contracts | Text: Chap 4 |
| 4/21 | Documentary Sales and Trade Terms | Ch 5  **Case Study 2** |
| 4/28 | Letters of Credit | Text: Ch 7 |
| May 5 | Regulation of Exports | Text Chap 13 |
| May 12 | **Midterm Exam** |  |
| 19 | International Marketing law | Text Chap 16 |
| 5/26 | No class |  |
| June 2 | Marketing Law cont | Handouts |
| 6/9 | IP | Text: Chapter 17 |
| June 16 | Data Privacy | Handouts |
| 23 | International Competition | Chap 22 |
| 30 | Roundtable Discussion  **Final Examination** |  |