

BUL 6852: International Business Law

Course Objective: The goal of the course is to investigate ways of minimizing the risks in international business transactions through legal means.

Course Description: The course aims at exposing the business student to the legal implications of transacting business across national borders. The focus will be on transactional international business law. The course's subject matter can be roughly divided into four segments: (1) Legal Environment of International Business and International Dispute Resolution, (2) International Contracting and Sales Law (3) Exporting-Importing (Documentary and documentary credit transactions), and (4) Intellectual Property Transfer (Licensing). The student should gain an appreciation of the special risks of conducting business internationally and the legal pitfalls associated with those risks.

Prerequisites: Graduate student

Textbooks: DiMatteo, Larry A. & Dhooge, Lucien J, *International Business Law: A Transactional Approach* (Thomson/West 2006), E-Learning Materials & Class Handouts.

Grades: Grades will be based upon the following: (1) Mid-Term Exam (40%), (2) Final Exam (40%) (non-cumulative), (3) Classroom Participation (20%), and an optional extra credit paper.