

# International Business Law

## BUL 6852, Section 1810

Professor Larry A. DiMatteo  
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Tuesday & Thursday, Periods 7-8  
Room: HGS 150

**Office Hours:** TBA or by appointment

### Canvas

I employ the Canvas course management platform. **NOTE: WORKSHEETS & other MATERIALS will be accessible through CANVAS.**

**It is the STUDENT'S RESPONSIBILITY TO RETRIEVE THESE MATERIALS WHEN NECESSARY (for Class)**

### Class Web Page Problems

I cannot help with any of the technical issues. But the computer technicians can help—and the feedback I get from the students is that they are a lot of help! So, if you have a problem, please contact the technology services area.

**Special Needs:** Students requesting classroom accommodation must first register with the Dean of Students Office. The Dean of Students Office will provide documentation to the student who must then provide this documentation to the Instructor when requesting accommodation.

### Laptop Policy

Experience has taught me that students who use their laptops during class to multitask (e-mail, work on projects, and less desirable pursuits) get less out of the class, are more dissatisfied with it, and perform less well than students who devote their full attention to the classroom experience. Therefore, in the interest of the greater good, **please do not use your laptops or other electronic devices during class.**

### Required Readings:

DiMatteo, Larry A., *International Business Law & the Legal Environment: A Transactional Approach* (Routledge 2017) [ISBN #9781138850989](#) (Paperback)

CLASS HANDOUTS (See Course website).

**Course Objectives:** Students will be exposed to the legal implications of transacting business across national borders. The focus will be on transactional international business law, including

the legal and ethical environment of international business, international contracting, importing-exporting, trade finance and international intellectual property law and licensing. The student will gain an appreciation of the special risks of conducting business internationally and the legal pitfalls associated with those risks. 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, (2) Doing Business Ethically, (3) International Legal Systems, Contract, and Sales Law, (4) Exporting (Documentary and Documentary Credit Transactions), (5) Intellectual Property Law & Licensing, and (6) Foreign Direct Investment (time permitting). The student should gain an appreciation of the special risks of conducting business internationally and the legal pitfalls associated with those risks. Ultimately, the goal of the course is to investigate ways of minimizing the legal risks in international business transactions.

**Attendance and Preparation: All assignments are to be read prior to class!** Students should be prepared to answer questions on the assigned materials and to contribute to the class discussions.

### **Grading**

Mid-Term: 45%

Final: 45%

Class Participation: 10%

**Exams:** There will be Mid-Term and Final Exams. The exams consist of True/False, Multiple Choice, and "Matching" (connect items from left column to items of right column) types of questions. The exams are non-cumulative but there might also be some slight cumulative aspects to it, too. This is due to the fact that some concepts may be discussed more than once in the course (in this sense, they are not really cumulative in nature). Most of the exam (but not all) questions will be taken from the lectures and worksheets. There will be at least some questions taken from the book and required supplements that I have may have not talked about in class. This is to make sure you read the required materials. In order to excel in the course you should take copious notes, using the worksheets provided. The bulk of the quizzes will be taken from this coverage. I try to have a relatively equal amount of questions directed at the major areas covered in the course.

**CLASSES CANCELED: November, 17<sup>th</sup> & 22<sup>nd</sup>**

### **SCHEDULE OF ASSIGNMENTS**

**CLASSES CANCELED: November, 17<sup>th</sup> & 22<sup>nd</sup>**

**Introduction:** Syllabus; Text; Supplement; Course Coverage; Introduction; Begin Chapter 1 (1 Class)

**Risks of International Business** (1-2 Classes) (Chapter 1)

**Ethics of International Business** (1-2 Classes) (Chapter 2)

**Comparative Legal Systems** (1 Class) (Chapter 10)

**Comparative Contract Law** (1 Class) (Chapter 11)

**International Sales Law** (1-2 Classes) (Chapter 12)

**Mid-Term: Online: Thursday, November 10<sup>th</sup>**

**Documentary Transactions** (1 Classes) (Chapter 14)

**International Trade Finance** (1 Class) (Chapter 15)

**Intellectual Property Law & International Licensing** (1 Class) (Chapters 18 & 19)

**Foreign Direct Investment** (1 Class) (Chapter 20)

**Final Exam: Last Day of Class (Dec. 7th) (closed book)**

### **A Note on the Instructor**

Dr. DiMatteo is the Huber Hurst Professor of Contract Law & Legal Studies, past Chair of the Management Department, and former Editor-in-Chief of the *American Business Law Journal*. He teaches courses in the legal environment of business, commercial law, law for entrepreneurs, international business law, and Legal Aspects of Technology Management. Dr. DiMatteo is a graduate of the Cornell and Harvard Law Schools. He also has a PhD in Business & Commercial Law from Monash University (Australia). Dr. DiMatteo is the author or editor of 10 books and has over 100 publications. His most recent books include *International Sales Law: Contracts, Principles & Practice* (C.H. Beck, Nomos & Hart Publishing 2016); *Comparative Contract Law: British & American Perspectives* (Oxford University Press 2016); and *International Sales Law: A Global Challenge* (Cambridge University Press 2014). He was named the 2011-2012 University of Florida Teacher-Scholar of the Year. In 2011 and 2014, he was named the Hough Graduate School Teacher of the Year and is a former Fulbright Scholar.