

 GRENOBLE ECOLE DE MANAGEMENT <small>BUSINESS LAB FOR SOCIETY</small> <small>UNIVERSITÉ DE GRENOBLE</small>	International Programs International Business Law	Syllabus
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Program/ Intake	Bachelor in International Business - English Track - 2017-2020	Academic Year	2019-2020
Module Supervisor	Gleason Ted	Department	GDF

Contact Hours	30.0 hours	Total Study Hours	90.0 hours	Coefficient	1.0	ECTS Credits	5.0	US Credits	2.50
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Module Description	<p>This course will consist of a general overview of international business law. The first part of the course will provide a broad overview of the international organizations and general regulatory regime of international business (i.e., public international law) and the second part of the course will cover issues concerning the legal relationships between private parties in an international context (e.g., contracts, disputes, etc.).</p> <ul style="list-style-type: none"> - International and Comparative Law (introduction) - International and regional trade law: GATT and the WTO : Basic Principles of the GATT Agreement; the European Union - International Contracts and the UNIDROIT Principles - Sales Contracts and the CISG; documentary sales ; - Incoterms - Letters of Credit - Licensing Intellectual Property Rights and IPR licensing agreements - Dispute Settlement
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Module Learning Outcomes	<p>By the end of this module, the student will have a broad understanding of the legal issues impacting business in an international context and will be better prepared to know how to navigate these issues in their future careers.</p> <ol style="list-style-type: none"> 1. Examined the fundamental principles of public and private international law, as well as of the law of the European Union, as they relate to the regulation of trade, licensing of intellectual property rights and direct investment. 2. Had conveyed a basic knowledge of the law of contracts in an international setting, e.g., for the sale of goods as embodied in the Convention for International Sale of Goods, licensing contracts, etc. 3. Have been offered a comparative approach to the study of business law and of legal systems so as to understand how legal problems are treated in different societal and cultural environments. 4. Developed an awareness of the special legal problems facing Multinational corporations that are trading, licensing and investing in foreign countries.
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This module has a high level of contribution to the following learning goals for the program

Learning goal 1 : Has acquired general business knowledge, tools and concepts

Demonstrates an understanding of the fundamentals in accounting, finance and law, marketing, operations, strategy, HR and project management and the capacity to apply them

Learning goal 2 : Has developed effective communication skills

Demonstrates clear and concise oral communication

Learning goal 2 : Is able to work effectively and constructively in a group

Is able to work effectively and constructively in a group

Teaching Method	Pre class preparation of chapter readings and case study and in-class discussion of the material. Case studies, problems, students' oral presentations
Evaluation	<ul style="list-style-type: none"> • Examination : 50 % • Continuous Assessment : 50 % <p>Closed book exam</p>
Textbook	Ted Gleason, International Commercial Law for Managers; Campus Ouvert 2016.
Bibliography	<p>Schaffer, Agusti, & Earle, International Business Law and Its Environment, Cengage South-Western Legal Studies in Business 8 th Edition 2012 (international edition) , ISBN-13 9780538480758 ISBN-10: 0538480750.</p> <p>Ralph H. Folsom, Michael W. Gordon, John A. Spanogle, International Business Transactions In A Nutshell, West Group (2012), 9th edition, ISBN-10:</p> <p>Ralph H. Folsom, European Union Law in a Nutshell, West Group (2014). ISBN-10: 0314290281.</p> <p>Bernard Rudden, Derrick W. Wyatt, Basic Community Laws, Oxford University Press (May 1996), 6th edition, ISBN 0198764286</p>

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