

**BUL 6852 International Business Law**  
Online Format  
Hough Graduate School  
Warrington College of Business Administration  
University of Florida

**GENERAL INFORMATION**

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Please read this syllabus in its entirety. It is a part of the course content. Further, it is important that you understand what is required in this course and the timeframes for completing its assignments and activities.

**COURSE DESCRIPTION**

International Business Law is an elective course for graduate business majors specializing in any functional area, particularly those with special interests in international business, strategy, accounting, or finance. The course provides a comprehensive overview of the major legal considerations involving international business transactions.

The course will proceed by way of a brief survey examination of the legal and ethical environment of international business generally, before going on to examine specific doctrine on trade regulation, international contracting, import/export documentation and finance, intellectual property licensing, services and electronic transactions. Specific activities will require students to engage in in-depth case analyses and the development of a discussion paper on the legal and/or ethical implications of a specific international convention, business practice, or transactional topic involving multinational corporations operating in the contemporary international legal environment.

## COURSE OBJECTIVES

### Course Learning Objectives:

**Course Objectives:** This course introduces business students 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's subject matter is divided into four segments: (1) Legal & Ethical Environment of International Business, (2) International Contracting, (3) Exporting (Documentary and documentary credit transactions), and (4) Intellectual Property Transfer (Licensing). An overarching goal of the course is to investigate ways of minimizing the legal risks in international business transactions.

Upon completion of the course, students should:

1. Understanding of the international business legal and ethical environment in general.
2. Cultivate an awareness of the ways to minimize legal and ethical risks in international business.
3. Become familiar with the major aspects of international contracting.
4. Understand the various legal constraints within which businesses must operate internationally.
5. Gain a working level of competence and confidence for engaging in international business activities involving contracts, import/export documentation and credit transactions, intellectual property transfer and licensing.

These objectives will be accomplished through a variety of experiential group exercises requiring active participation from each student in the class, along with individual tests, group case analyses and term projects.

## MAJOR & CURRICULUM OBJECTIVES TARGETED

The International Business Law course is a general management course in the sense that the case analyses, skill building exercises, and classroom discussions draw upon globalization context for business; critical thinking; analytic skills; and ethical reasoning abilities.

In addition to the course learning objectives detailed above, this course will address general business education learning objectives, including communications ability and the use of information technology.

## TEXTBOOKS

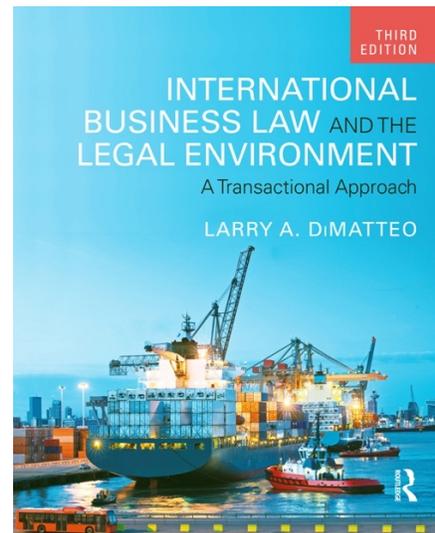
**Note: The following is a Required Text:**

International Business Law and the Legal Environment, 3<sup>rd</sup> Edition

Author: Larry A. DiMatteo

Publisher: Routledge

ISBN: 978-1-315-72444-7 (ebook) Note: this ISBN is for the electronic version of the book only; other formats are also acceptable so long as you have the 3<sup>rd</sup> edition.



## TEACHING METHODOLOGY

This course will proceed primarily through lectures and discussions involving the critical analysis of the text, cases and other articles or readings that have been assigned for the course. Thus, it is imperative that you have read these materials IN ADVANCE and are well prepared to work with these concepts in class and in your team-based course projects and presentations.

Each student will be a member of a team of students throughout the semester who will work together to develop a team case analysis presentation as well as a team-based discussion paper project during the term. Each team will develop a PowerPoint-type presentation of an assigned case to be presented to the class and posted to the course E-Learning site, along with a written case analysis paper. Additional instructions on how to prepare an effective case analysis and presentation will be discussed in class (IRAC).

Each student team will also prepare a discussion paper on a significant topic in international transactional law and provide analysis of the general implications of the topic, as well as an overview of the unique regulatory, operational and ethical challenges multinational corporations face in its context. These papers will be based on the topics introduced in this course and will also be posted to the course E-Learning site for other members of the class to review. Additional instructions for the papers will be discussed in class and posted in a document to the course E-learning site.

## COURSE PREREQUISITES

Please make sure that you have completed all prerequisites, as required by your particular program of study, before taking this course. If you are unsure, please consult with your academic advisor.

## COMMUNICATING WITH THE INSTRUCTOR

For fastest response, please contact the professor directly via phone or email at [clarkel@ufl.edu](mailto:clarkel@ufl.edu)

## GRADING

Each student's final grade will be based on a combination of factors that include both (virtual) oral presentation and written work in both group and individual efforts. The final grade is composed of the following elements and their respective weightings:

### ACTIVE Class Participation in Weekly Forum Discussions, Homework Exercises and Teamwork (including assessment on team peer evaluation forms): 35%

This course will proceed primarily through discussion and critical analysis of the text, cases, and other article readings that have been assigned for the course, along with exercises. Thus, it is imperative that you have read these materials IN ADVANCE and are well prepared to discuss them with your peers. Active participation in this class is MANDATORY. You cannot learn from the class activities and interact meaningfully with your peers, if you do not participate. Therefore, your grade will suffer if you do not participate. If you have to be away from the course for an excused activity or illness, please let the professor know in advance if possible. Please note that documentation may be required.

### Group Case Brief & Virtual Class Presentation: 15%

Each student will be a member of a team of students throughout the semester. This group will work together to develop a virtual presentation of an assigned case and will lead the class discussion of the case (including the development of study questions about the case to be discussed with the class). In addition, each group will be responsible for a written brief of the assigned case. Additional instructions on how to prepare the case brief will be posted to the class site. (See document on IRAC method of case briefing).

### Individual Midterm Exam 15%

The midterm will cover the assigned cases as well as material from the class lectures and other assigned readings in the text & elsewhere during the first half of the module.

### Team Discussion Paper: 20%

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This paper must be a minimum of 10 pages in length (Times Roman 12 pt, double-spaced), exclusive of title page, table of contents, and reference pages, and must include at least 10 unique references. See instruction under the “Discussion Paper” heading below.

Individual Final Exam: 15%

The exam will cover the assigned cases, as well as material from class lectures and other assigned reading material in the textbooks covered during the term.

Course Requirements	Weights
ACTIVE participation in course discussions & homework exercises, case presentations and other group work, along with peer evaluations of team performance.	35%
Team Case Brief and Virtual Case Presentation	15%
Midterm Exam	15%
Team Discussion Paper	20%
Final Exam	15%
<b>Total</b>	<b>100%</b>

Letter Grade	Range	Letter Grade	Range	Letter Grade	Range
A	95-100%	B-	80 - 83%	D+	67 - 69%
A-	90 - 94%	C+	77 - 79%	D	64 - 66%
B+	87 - 89%	C	74 - 76%	D-	60 - 63%
B	84 - 86%	C-	70 - 73%	F	< 60%

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## POLICIES AND PROCEDURES

As a college, we care about and enforce the university's policies and procedures as they are important to the quality of education we are providing to you. Details on UF policies can be found at the university website:

[www.ufl.edu](http://www.ufl.edu).

Requirements for class attendance and make-up exams, assignments and other work in this course are consistent with university policies that can be found at:

<https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>

### Students with disabilities:

Students with disabilities requesting accommodations should first register with the Disability Recourse Center (352) 392-8565, [www.dso.ufl.edu/drc/](http://www.dso.ufl.edu/drc/) by providing appropriate documentation. Once registered, students will receive an accommodation letter which must be presented to the instructor when requesting accommodation. Students with disabilities should follow this procedure as early in the semester as possible.

### Course Evaluations:

Students are expected to provide professional and respectful feedback on the quality of instruction in this course by completing course evaluations online via GatorEvals. Guidance on how to give feedback in a professional and respectful manner is available at <https://gatorevals.aa.ufl.edu/students/>. Students will be notified when the evaluation period opens, and can complete evaluations through the email they receive from GatorEvals, in their Canvas course menu under GatorEvals, or via <https://ufl.bluera.com/ufl/>. Summaries of course evaluation results are available to students at <https://gatorevals.aa.ufl.edu/public-results/>

## UF LIBRARY SUPPORT

The UF library provides a number of services to on-campus and distance learning students. For example, students can request detailed instructions on how to access library resources by seeking assistance from the librarians online at

[www.uflib.ufl.edu/ask](http://www.uflib.ufl.edu/ask)

You can visit the UF Library at: [www.ufl.edu/libraries](http://www.ufl.edu/libraries)

## UF POLICIES

**UNIVERSITY POLICY ON ACCOMMODATING STUDENTS WITH DISABILITIES:** Students requesting accommodation for disabilities must first register with the Dean of Students Office (<http://www.dso.ufl.edu/drc/>). The Dean of Students Office will provide documentation to the student who must then provide this documentation to the instructor when requesting accommodation. You must submit this documentation prior to submitting assignments or taking the quizzes or exams. Accommodations are not retroactive, therefore, students should contact the office as soon as possible in the term for which they are seeking accommodations.

**UNIVERSITY POLICY ON ACADEMIC MISCONDUCT:** Academic honesty and integrity are fundamental values of the University community. Students should be sure that they understand the UF Student Honor Code at <http://www.dso.ufl.edu/students.php>.

**\*\*NETIQUETTE: COMMUNICATION COURTESY:** All members of the class are expected to follow rules of common courtesy in all email messages, threaded discussions and chats. <http://teach.ufl.edu/docs/NetiquetteGuideforOnlineCourses.pdf>

## TESTS

Each student will take an individual midterm and final exam at the end of the term. The exams will cover chapters from the text and class lectures and cases presented prior to the date of the test.

## COURSE E-LEARNING SITE

Please contact the professor directly if you have any questions or concerns regarding the use of the class E-Learning site.

For issues with technical difficulties for E-learning in Canvas, please contact the UF Help Desk at:

1. [Learning-support@ufl.edu](mailto:Learning-support@ufl.edu)
2. (352) 392-HELP - select option 2
3. <https://lss.at.ufl.edu/help.shtml>

**\*\*** Any requests for make-ups due to technical issues **MUST** be accompanied by the ticket number received from LSS when the problem was reported to them. The ticket number will document the time and date of the problem. You **MUST** e-mail your instructor within 24 hours of the technical difficulty if you wish to request a make-up.

Other resources are available at <http://www.distance.ufl.edu/getting-help> for:

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- Counseling and Wellness resources
- Disability resources
- Resources for handling student concerns and complaints
- Library Help Desk support

## DISCUSSION

Students are encouraged to use the general discussion forum at the course E-Learning site, as well as any team private discussion forums set up to communicate with each other outside of class. The professor will post general information on the main discussion forum, as well as team specific information on the forum and in announcements sent out from time to time. If you want to communicate with the professor, or have a question, please ONLY use the professor's direct email address [clarkel@ufl.edu](mailto:clarkel@ufl.edu), or call her at 202-421-5568. Please do not post questions for the professor on the general or private discussion forums. This policy is in order to provide the fastest turnaround possible in answering your questions individually and specifically.

## ASSIGNMENTS

This course has both individual exams and team-based assignments: Due dates for all assignments are listed in the course calendar below.

## DISCUSSION PAPER

The topic for the team discussion paper will require the student team to choose a significant topic in international transactional law and provide analysis of the general implications of the topic, as well as an overview of the unique regulatory, operational and ethical challenges multinational corporations face in its context. Examples include the TRIPS Agreement of the WTO; The Hague Rules; The U.S. Foreign Corrupt Practices Act; The UN Convention on Contracts for the International Sale of Goods; The North American Free Trade Agreement, and so on. A list of potential topics and specific requirements for the paper in terms of length, format, etc. will be posted to the course E-learning site. Student teams may also propose a topic of their particular interest, so long as they receive prior approval for it from the professor.

## EXPECTATIONS OF THIS COURSE

As an online course, the materials, peer discussions, and review materials will be posted or conducted online; through the class E-Learning site, and through interactions online generally with your classmates, and especially, your team members.

Expectations for performance and collegial behavior in the online format course are the same as for the more traditional course formats. Indeed, courses with substantial online components require a degree of self-motivation, self-discipline and technology skills that can make them more demanding for some students.

You will be expected to interact online with the professor and your fellow students; to do assignments; to meet deadlines; and in some assignments, to work in groups away from the traditional classroom. If you are unsure about any of the above, please ask the professor directly at [clarkel@ufl.edu](mailto:clarkel@ufl.edu) or by phone at 202-421-5568.

COURSE CALENDAR	
Summer Term A	Topic
Week 1:	<p><b>MODULE I: LEGAL ENVIRONMENT OF INTERNATIONAL BUSINESS</b></p> <p><b><u>First Lesson</u></b></p> <p>Introduction: Students choose teams for group assignments. Teams should consist of no more than five students per team. Please select a team name and post it, along with your team roster in the designated “Discussions” forum.</p> <p><u>Class lecture and discussion:</u> Introduction to International Business Law – review syllabus &amp; course calendar How to construct a written case analysis and presentation - see outline document under “resources” on the E-Learning site.</p> <p>Teams formed and cases assigned.</p> <p><u>Reading assignment:</u> Acquire textbook if you haven’t already done so &amp; read Chapter 1: Introduction to International Business Transactions &amp; Chapter 2: The Ethics of International Business.</p> <p>Note: As posted in the remainder of this course schedule, ALL students should make sure to read each of the cases assigned to the various teams prior to their presentations of</p>

these to the class. (See list of assigned cases to be posted to the class site during the first week of course).

**Homework Assignment Week 1:** See Discussion forum for Week #1.

Homework Assignment Due Dates: PLEASE NOTE: ALL HOMEWORK ASSIGNMENTS ARE DUE BY 11 PM on Sundays of the week in which they are posted, except for Week #6 which is due by Thursday June 17<sup>th</sup> at 11 pm. So, homework for forum Week #1 is due on Sunday May 16 by 11 pm (Gainesville local time), Week #2 is due on Sunday May 23, Week #3 due Sunday May 30, Week #4 due Sunday June 6, Week #5 due Sunday June 13.

Team Case Briefs & Virtual Presentations are due as posted below for individual teams. Note that there are three groups of teams (Group A, Group B, Group C). In order to spread the presentations out over the term, along with the individual review assignments, these three groups of teams will have different due dates by which they must post their case assignments for the class, so please make sure your team prepares accordingly – no extensions can be granted.

Other homework assignments: Students may begin work with their teams on the case project assignment.

### **Second Lesson**

Class lecture and discussion: International Business Ethics and Corporate Social Responsibility.

Reading assignment: Chapter 3: Strategies for International Business.

### **Third Lesson**

Class lecture and discussion: Legal Implications of International Business Strategies.

Reading assignment: Chapter 4: International Commercial Dispute Resolution.

### **Fourth Lesson**

Week 2:

Class lecture and discussion: Alternative Dispute Resolution Mechanisms in International Commerce.

Reading assignment: Chapter 5: International Trade Regulation & Chapter 6: National Import and Export Regulation., Chapter 7: Free Trade Agreements.

**Homework Assignment Week 2**: See Discussion forum for Week #2

## **MODULE II - TRADE REGULATION**

### **Fifth Lesson**

Class lecture and discussion: Import/Export/International Trade Regulation.

Reading assignment: Chapter 10: Comparative Legal Systems, Chapter 11: Comparative and International Contract Law

**ALL TEAMS IN GROUP A: case presentation & discussion**: As assigned - see schedule of assigned team cases on class site.

Week 3:

## **MODULE III COMPARATIVE LEGAL SYSTEMS, CONTRACT AND SALES LAW**

### **Sixth Lesson**

Class lecture and discussion: International Contracting

Reading assignment for next class: Chapter 12: International Sales Law

**Homework Assignment Week 3**: See Discussion forum for Week #3

Week 4:

### **Seventh Lesson**

**MIDTERM EXAM**: covering chapters 1-7 & 10 & 11, and cases presented to date. (See also midterm review guide posted to "Files" section of course site.

The Midterm Exam will open at 9 am on Monday May 31<sup>st</sup> and close at 11 pm on Wednesday June 2<sup>nd</sup> in the “Quizzes” section of the course site. You will have any consecutive 90 minutes of your choosing during this period to take and submit the exam.

### **Eighth Lesson**

Class lecture and discussion: International Sales; Import/Export Documentation

**All TEAMS IN GROUP B: case presentation & discussion:** (As assigned - see also schedule of assigned team cases on class site).

Reading assignment for next class: Chapter 13: Transport of Goods; Chapter 14: The Documentary Transaction; Chapter 15: International Trade Finance

**Homework Assignment Week 4:** See Discussion forum for Week #4

## **MODULE IV: EXPORTING, IMPORTING, AND TRADE FINANCE**

### **Ninth Lesson**

Class lecture and discussion: International Transporting of Goods; Trade Finance

Reading assignment for next class: Chapter 16 Employment and Sale of Services; Chapter 17 Hiring Agents and Distributors.

**ALL TEAMS IN GROUP C: case presentation & discussion:** (As assigned first class session - see also schedule of assigned team cases on class site).

Week 5:

### **Tenth Lesson**

Class lecture and discussion: International Services.

**Homework Assignment Week 5:** See Discussion forum for Week #5

Reading assignment for next class: Chapter 18: Law of Intellectual Property Rights; Chapter 19: Intellectual Property Licensing.

Begin reviewing all previously assigned readings in preparation for the final exam. Students should be finishing up team discussion papers.

**MODULE V: LICENSING AND INTELLECTUAL PROPERTY RIGHTS, FDI AND E-COMMERCE**

**Eleventh Lesson**

Class lecture and discussion: International Intellectual Property Regulation and Licensing.

Reading assignment for next lesson: Chapter 20: Foreign Direct Investment; Chapter 21: International E-Commerce. Students should continue reviewing all previously assigned readings in preparation for the final exam.

**Twelfth Lesson**

Week 6: Class lecture and discussion: FDI, and E-Commerce Course Wrap-up and Review for Final Exam.

**Homework Assignment Week 6:** See Discussion forum for Week #6

All team discussion papers due by 5 pm on Friday June 18<sup>th</sup>. To facilitate grading deadlines, please feel free to turn in papers sooner!

**FINAL EXAM** – The final exam will cover all cases and materials presented since the midterm exam. (See final exam review guide to be posted under the “Files” section of the course site.)

The Final Exam will open at 5 pm on Wednesday June 16<sup>th</sup> and close at 5 pm on Friday June 18<sup>th</sup> in the “Quizzes” section of the course site. You will have any consecutive 90 minutes of your choosing during this period to take and submit the exam.

Note: This syllabus is subject to change if the need arises. It represents current plans and objectives, but as we go through the semester, those plans may sometimes require

adjustment in order to enhance the class learning opportunity. Such changes, if necessary, will be communicated clearly and are not unusual.