

**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:**

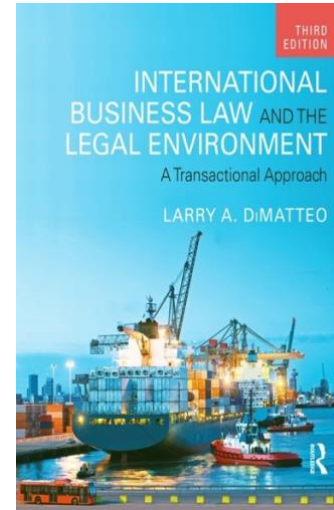
International Business Law and the Legal Environment, 4<sup>th</sup> Edition (newest), or previous 3<sup>rd</sup> edition.

Author: Larry A. DiMatteo

Publisher: Routledge.

Note: You may use an electronic or hardcopy version of the text. You may use the newest, 4<sup>th</sup> edition, or you may also use the previous, 3<sup>rd</sup> edition if you like. The materials in both editions are essentially the same, but the chapter/ subject order is slightly different.

Third Edition Cover



Fourth Edition Cover



Other Materials and Supplies Fees for this course: None.

## 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.

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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%

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	93-100%	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%	E	< 60%

**Grade Values:** The grade-point value per credit hour associated with each letter grade is assigned by the Office of the University Registrar: A = 4.0, A- = 3.67, B+ = 3.33, B = 3.0, B- = 2.67, C+ = 2.33, C = 2.0, C- = 1.67, D+ = 1.33, D = 1.0, D- = .67, E = 0.0. For more information visit: <https://catalog.ufl.edu/ugrad/current/regulations/info/grades.aspx>

## 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 your education. 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>

### Civility

This course will be conducted in a courteous and professional manner. Inappropriate classroom behavior of any form will not be tolerated. At the instructor's discretion, students acting in an uncivil manner will receive a grade reduction commensurate with the infraction. Students can be withdrawn from the course for excessive unacceptable behavior.

### Exam Make-Ups

A make-up exam will be given when the student has a valid verifiable reason for not taking the exam during the scheduled time. Barring a documented emergency, the request must be made a minimum of ten days prior to the scheduled exam.

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Exceptions are made if the policy conflicts with UF attendance requirements. More detail on acceptable reasons for absence and UF policies on attendance are found at:  
<https://catalog.ufl.edu/ugrad/current/regulations/info/attendance.aspx>

## **Attendance**

Although attendance may not be taken at every class (for in-person class lectures), students are expected to attend and participate in every class. Students should prepare for all classes even if they miss and are responsible for material covered in their absence. Students may not attend a class unless they are officially registered for the course. The Fisher School of Accounting does not approve requests to audit its courses. Students who do not attend at least one of the first two class meetings of a course or laboratory in which they are registered, and who have not contacted the School to indicate their intent, may be dropped from the course. The instructor adheres to all UF attendance policies.

## **Honesty**

Academic dishonesty will not be tolerated. Students are required to know and comply with the university's policy on academic honesty. This policy is detailed in the Undergraduate Catalog and by reference is included in this course syllabus. For more information visit:  
<https://sccr.dso.ufl.edu/process/honor-code/>

## **Class Recording**

Students are allowed to record video or audio of class lectures. However, the purposes for which these recordings may be used are strictly controlled. The only allowable purposes are (1) for personal educational use, (2) in connection with a complaint to the university, or (3) as evidence in, or in preparation for, a criminal or civil proceeding. All other purposes are prohibited. Specifically, students may not publish recorded lectures without the written consent of the instructor.

A "class lecture" is an educational presentation intended to inform or teach enrolled students about a particular subject, including any instructor-led discussions that form part of the presentation, and delivered by any instructor hired or appointed by the University, or by a guest instructor, as part of a University of Florida course. A class lecture does not include lab sessions, student presentations, clinical presentations such as patient history, academic exercises involving solely student participation, assessments (quizzes, tests, exams), field trips, private conversations between students in the class or between a student and the faculty or lecturer during a class session.

Publication without permission of the instructor is prohibited. To "publish" means to share, transmit, circulate, distribute, or provide access to a recording, regardless of format or medium, to another person (or persons), including but not limited to another student within the same class section. Additionally, a recording, or transcript of a recording, is considered published if it is posted on or uploaded to, in whole or in part, any media platform, including but not limited to social media, book, magazine, newspaper, leaflet, or third party note/tutoring services. A student who publishes a recording without written consent may be subject to a civil cause of action instituted by a person injured by the publication and/or discipline under UF Regulation 4.040 Student Honor Code and Student Conduct Code.

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Should all or part of this class be offered via an online mechanism during this semester, our class sessions may be audio visually recorded for students in the class to refer back and for enrolled students who are unable to attend live. Students who participate with their camera engaged or utilize a profile image are agreeing to have their video or image recorded. If you are unwilling to consent to have your profile or video image recorded, be sure to keep your camera off and do not use a profile image. Likewise, students who un- mute during class and participate orally are agreeing to have their voices recorded. If you are not willing to consent to have your voice recorded during class, you will need to keep your mute button activated and communicate exclusively using the "chat" feature, which allows students to type questions and comments live.

## **Proctoring at Warrington**

The University of Florida requires that any assessment equivalent to 15% or more of a student's final course grade must be proctored. This policy protects both the value of your academic degree and your own time and effort in becoming a successful Warrington student. Please expect all assessments to be proctored and all assignments to utilize plagiarism software, and prepare accordingly.

For online proctored exams, you are expected to have:

- a working webcam and computer (restart your computer before your exam for the most effective testing environment)
- Google Chrome
- a downloaded extension to your Chrome browser (Honorlock or ProctorU)
- a private workspace (if this is unachievable contact your faculty)
- incredible attention to exam instructions (it's your responsibility not to get flagged for cheating)
- diligence to notify your faculty of accommodations or extenuating circumstances that affect your exam time or exam

environment at the beginning of the term (at the very least, one week before your exam)

- integrity to abide by all exam instructions and report any irresponsible peers

The Warrington College of Business is strongly committed to academic integrity and will rigorously enforce violations of the UF Honor Code and/or additional Warrington academic integrity policies. To be a successful student please read all instructions for any assignment carefully, do not collaborate on individual exams, assignments, or homework, and thoroughly review the [Honorlock Student Guide](#) on the Warrington College website.

## **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.

### **U Matter, We Care:**

Your well-being is important to the University of Florida. The U Matter, We Care initiative is committed to creating a culture of care on our campus by encouraging members of our community to look out for one another and to reach out for help if a member of our community is in need. If you or a friend is in distress, please contact [umatter@ufl.edu](mailto:umatter@ufl.edu) so that the U Matter, We Care Team can reach out to the student in distress. A nighttime and weekend crisis counselor is available by phone at 352-392- 1575. The U Matter, We Care Team can help connect students to the many other helping resources available including, but not limited to, Victim Advocates, Housing staff, and the Counseling and Wellness Center. Please remember that asking for help is a sign of strength. In case of emergency, call 9-1-1.

### **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:

- Counseling and Wellness resources
  - Disability resources
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- 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.

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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 these to the class. (See list of assigned cases to be posted to the class site during the first week of course).</p> <p><b>Homework Assignment Week 1:</b> See Discussion forum for Week #1.</p>

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 16<sup>th</sup> at 11 pm. So, homework for forum Week #1 is due on Sunday May 15 by 11 pm (Gainesville local time), Week #2 is due on Sunday May 22, Week #3 due Sunday May 29, Week #4 due Sunday June 5, Week #5 due Sunday June 12.

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.

Week 2:

### **Fourth Lesson**

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 (note: these two chapters are for the 3<sup>rd</sup> edition, this info is consolidated into chapter 5 only in the 4<sup>th</sup> edition), Chapter 7: Free Trade Agreements (note: this is for the 3<sup>rd</sup> edition, this info is contained in Chapter 5 in the 4<sup>th</sup> edition).

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 (3<sup>rd</sup> ed, this is chapter 8 in the 4<sup>th</sup> edition): Comparative Legal Systems, Chapter 11 (3<sup>rd</sup> ed., this is chapter 9 in the 4<sup>th</sup> ed.): 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 (3<sup>rd</sup> ed., this is chapter 10 in the 4<sup>th</sup> edition): International Sales Law.

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

### Seventh Lesson

Week 4:

MIDTERM EXAM: covering chapters 1-7 & 10 & 11 (from the 3<sup>rd</sup> edition – see 4<sup>th</sup> edition notes above in each assignment), 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 30<sup>st</sup> and close at 11 pm on Wednesday June 1<sup>st</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 (in 3<sup>rd</sup> ed., this is chapter 11 in the 4<sup>th</sup> ed.): Transport of Goods; Chapter 14 (in 3<sup>rd</sup> ed., this is chapter 12 in the 4<sup>th</sup> edition): The Documentary Transaction; Chapter 15 in the 3<sup>rd</sup> edition, this is chapter 13 in the 4<sup>th</sup> ed.): 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 (In the 3<sup>rd</sup> ed., this is chapter 14 in the 4<sup>th</sup> ed.) Employment and Sale of Services; Chapter 17 (In the 3<sup>rd</sup> ed., this topic is consolidated into chapter 14 in the 4<sup>th</sup> ed.) 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).

### **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 (3<sup>rd</sup> edition, this is Chapter 15 in the 4<sup>th</sup> ed.): Law of Intellectual Property Rights; Chapter 19 (in the 3<sup>rd</sup> ed., this topic is consolidated into chapter 15 in the 4<sup>th</sup> ed.): Intellectual Property Licensing.

Week 5:

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 (in the 3<sup>rd</sup> ed., this is Chapter 16 in the 4<sup>th</sup> ed.): Foreign Direct Investment; Chapter 21 (in the 3<sup>rd</sup> ed., this is Chapter 17 in the 4<sup>th</sup> ed.): International E-Commerce. Students should continue reviewing all previously assigned readings in preparation for the final exam.

### **Twelfth Lesson**

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 17<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 15<sup>th</sup> and close at 5 pm on Friday June 17<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.**

Week 6:





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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.