

INTERNATIONAL BUSINESS TRANSACTIONS

Spring 2013

Mondays 6:00 PM–7:50 PM, Room 501

Alt. Wednesdays 8:00 PM –9:50 PM

Office Hrs: Tues., 11:00 AM –12:50 AM

Professor Robin Efron

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COURSE MATERIALS

***Casebook* (CB)**

Chow & Schoenbaum, International Business Transactions, Problems, Cases and Materials, 2d Ed.

Statutory and Code Materials Chow & Schoenbaum supplement.

Handouts and Podcasts will be posted on the class TWEN page

Class Participation Policy

Students are expected to participate in class discussions on a regular basis. I will regularly call on students to participate in class discussion, so you should prepare for each and every class as if you will be called upon to comment intelligently about the assigned materials. If circumstances beyond your control prevent you from being prepared on occasion, you must notify me before class begins. In addition, failure to be prepared and participate meaningfully in class discussions on a regular basis will have a negative impact on your grade. Remember, it will be the quality and not necessarily the quantity of your answers that is important.

Laptop Policy

Students are not permitted to use laptops in the classroom.

Grading Policy

- The final examination will count for 90% of your final grade. The exam will consist of 2 – 3 essay questions and will also contain 10 – 15 multiple-choice questions that will count for no more than 30% of your final exam grade.
- Classroom performance – Class preparedness and meaningful participation are required and will count for 10% of your final grade. Failure to be prepared and participate when called upon will affect your grade.

Class Website

I have established a website for this class on TWEN. On occasions when your reading assignment includes supplemental materials, those will be posted on our TWEN page. I may also periodically distribute other materials via TWEN. In addition, I encourage you to use the discussion forum aspect of TWEN to ask me questions and engage other students in discussion of the course material. I

will post a response to most questions posed on the TWEN site within approximately 24–48 hours.

Email Policy

If you need to contact me regarding a non-academic matter, such as a request not to be called on or a request to make a specific office hours appointment, email is my preferred method of communication. With substantive questions, however, my preference is to answer questions in person or to answer them over the TWEN page. I have enabled anonymous posting in order to allow you complete comfort in asking questions. I will monitor the discussion board to answer substantive questions and guide the discussion. Questions asked about material not yet covered in class will be answered after we have completed our discussion of those materials.

CELL PHONES, PAGERS, & OTHER NOISE-MAKING DEVICES MUST BE TURNED OFF DURING CLASS.

PART I: OVERVIEW OF THE INTERNATIONAL SALE OF GOODS

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|--------------------|---|---|
| January 14, | Introduction to IBT Interpretation of commercial terms | CB 51 – 83 |
| January 16, | Documents of title <i>Recommended:</i> Contract of Affreightment The bill of lading | CB 83 - 90 CB 90 – 95 CB 98 – 108 |
| January 24, | Finish bills of lading Marine Insurance | CB 108 – 125 |
| January 28, | Import Trade matters | CB 125 -132 143 – 157 |
| January 30, | Import Trade matters Review of introductory materials | CB 157 - 173 Podcasts (on TWEN) |

PART II: THE SALES CONTRACT

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| February 4, | Choice of law CISG | CB 175 - 191 |
| February 11, | CISG | CB 191 – 206 |
| February 13, | CISG (start with Problem 3-9) | CB 206 – 219 |
| February 18, | CISG | CB 219 – 234 |

PART III: LETTERS OF CREDIT

Assignments TBA

PART IV: CORPORATE RESPONSIBILITY: THE ALIEN TORT STATUTE

Assignments TBA

PART V: FOREIGN DIRECT INVESTMENT

Assignments TBA

PART VI: DISPUTE RESOLUTION

Assignments TBA