

COURSE SYLLABUS

California Polytechnic State University
San Luis Obispo, California
Orfalea College of Business
Fall 2015

Tuesday/Thursday – 9:10 a.m. to 11:00 a.m.

THE LEGAL ENVIRONMENT OF INTERNATIONAL BUSINESS LAW

BUS 410 – 01 / Room 03-206

Professor: JEFFREY M. TOLIN

Office: Room 3-423

(805) 756-5522 (O)

Office Hours: Tuesdays and Thursdays 2:30 p.m. to 4:00 p.m. (and by appointment)
(Appointments will take priority over drop-ins)

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The Instructor may amend or supplement the Syllabus during the academic quarter

COURSE OUTLINE

Catalog Description

BUS 410 The Legal Environment of International Business Law

U.S., foreign, and international law affecting international business transactions. U.S. and foreign cultural, ethical, and political norms and legal institutions, and their effect on law and business.

Text

- (1) International Business Law and Its Environment, 9th Edition, Schaffer, Earle & August (ISBN 13:978-1-285-42704-1) This is a new edition of the text and has been changed considerably from earlier editions. You will be responsible for all of the assigned materials in the new text which in many instances are not contained in earlier editions. Use older editions at your own risk.

Always bring your textbook to class.

- * Students should regularly read a daily newspaper such as *The New York Times*, *The WallStreet Journal* or *The Washington Post* and other news periodicals such as *Time Magazine*, *U.S. News and World Report*, *Newsweek* or *The Economist*. The issues we will discuss are faced by the U.S. and other nations everyday. We will be analyzing several issues as they apply to current events as well as, or in lieu of, the historical cases referred to in the text.

- (2) U.S. Constitution- will be posted –also available on line at www.usconstitution.net

Course Objectives

- To understand the legal problems, issues and risks encountered in the international business arena.
- To understand the relationship between international business and the bodies of law that govern international business.
- To investigate another country's legal system and learn how that system impacts international business law.
- To develop the ability to critically analyze legal and ethical issues in the arena of international business through case studies.
- To gain an understanding of the basic legal terms and entities that affect international business.
- Students will be expected to:
 - Illustrate an understanding of business activities in a global environment
 - Apply knowledge to identify opportunities and solve business problems.
 - Evaluate the social and ethical responsibilities of business organizations
 - Exhibit the ability to work in a diverse environment
 - Demonstrate effective written communications skills
 - Demonstrate effective oral communication skills

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- Demonstrate effective participation in teams

Material will be presented through readings, lectures - including guest lecturers, case studies and group presentations and some films prepared by international organizations.

Course Overview

The course will begin with an overview of international business law and some of the mechanisms for resolving international business disputes. We will review certain provisions of the US Constitution as they relate to treaties, international commerce and international law. We will then look at some of the organizations governments have formed to address issues pertaining to international business law such as the United Nations, GATT and the WTO.

The second half of the course will focus on specific areas affecting international business such as import and export regulations, unfair trade, ethical issues and trade agreements such as NAFTA and the EU and the economic and ethical issues faced in doing business in these countries..

Case studies regarding the legal systems of different countries will be presented throughout the quarter by various student groups.

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Grading Policies and Assignments

1) Midterm 30 points

It will consist of objective (true/false and multiple choice) questions. Bring a Scantron form to class. You may bring in three pages (one side only) of notes. You may not use your computer, your text nor have access to any other materials during the exam. Your notes will be collected with the exam.

2) Class Participation and Pop Quizzes 10 points

Class participation is strongly encouraged. I expect every student to read assignments before class, do the assigned homework, and to be prepared to answer questions, engage in debates, or participate in other exercises during class. There is no excuse for coming to class without having read the assignments and doing the homework. The more participation, the less likely pop quizzes will be given. Class participation combined with pop quizzes will have a combined maximum of 10 points. If you are absent when called upon that will count as being unprepared. Similarly, homework will be collected sporadically. If you are absent when homework is collected that will also count as being unprepared. *There are no extra credit projects, assignments or similar opportunities.*

3) Country Analysis/Group Paper 15 points(5 on paper, 10 on presentation)

Each student will select a country to analyze as part of a group. I will try to honor requests, if possible. There will be 5 groups with multiple countries in each group. Your analysis will be an in-depth look at one of the country's listed in the group chosen focusing on the legal system and any special considerations one should be aware of when doing business there. A hypothetical set of facts and a list of factors that should be considered in preparing the report appears in the attached document entitled "WereOven Project – 2015." Each group will present their information to the class and turn in a team paper. Team papers should be prepared separately for each country being presented. In addition, each student will be responsible for a specific segment of the team paper which should be presented separately by that student and designated as such, in both the oral presentation and in the written segment of the report. If you wish to report on a country that is not listed please speak to me. Most requests will be honored. When you are assigned to a group, each group will decide among themselves which members will cover a particular country.

4) Final Examination 45 points

The Final Exam will be similar in format to the Midterm and will have the same restrictions as to materials as the midterm. It will be on the date and time assigned by the university.

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Other Administrative Matters

1. Choose a seat the first day of class and use that seat for all sessions during the quarter.
2. Professional conduct is expected from all students. This includes:
 - If you are going to miss class inform me in advance by e-mail.
 - You are expected to be in class on time.
 - Only one person should be speaking at a time and respect should be shown to your colleagues when he or she has the floor.
 - **Cell phones, PC's, etc. are not to be used in class other than for formal presentations.**
 - When you have a question raise your hand. Side conversations and outbursts are distracting and unprofessional
3. There are no extra credit projects, assignments or similar opportunities.
4. Students with special needs should seek reasonable accommodations. To do so, please contact the Student Affairs Disabled Resource Center (DRC) at (805) 756-1395 or at drc@calpoly.edu and they will arrange for reasonable accommodations as required by law. Please do so as soon as possible, because I will need to coordinate with the DRC on providing reasonable accommodations (and do feel free to discuss your needs with me as well, but please contact DRC as soon as possible.)

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Group Presentations

The group # indicated below does not necessarily indicate the order of when the particular group will make its presentation.

- I. Singapore, Russia, South Korea
- II. China, Japan, India
- III. Switzerland, France, Germany
- IV. Canada, Mexico, UK
- V. South Africa, United Arab Emirates, Ireland

Choose 3 groups in order of your preference as to which one you wish to be assigned to. I will try and honor your choices, but no changes will be made from the group you are assigned. Your choice is due to me by close of business, 5:00pm, Friday, October 2, 2015. Once a group is assigned, individual country choices should be made by group consensus. Choices received after January 16, 2015 will not be accepted and I will assign you to a group. I will also count a failure to make a choice as being unprepared.

If there is another country you wish to report on that is not listed above, please speak with me. Most special requests can be accommodated.

Importance of Project:

- 1. Evidences ability to research and address an expansion into foreign markets and present relevant findings both orally and in writing.
- 2. Promotes teamwork in a group environment.
- 3. Students that are not presenting are required to be present and ask cogent questions of the presenters.

Note: All of the Big 4 accounting firms as well as many of the smaller international firms maintain some form of “Doing Business In” series. The publications are an excellent source of information for most if not all of the countries noted above. Also Embassy’s can be a great source of information as well as various websites and other publications available online.

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Class #, Date, Day

(01) (09/22)Tu	Chapter 1	Course Introduction and Introduction to International Business Law Assigned Question: Chapter 1: Ethical Considerations – Question 1 (Answers need not be written but be prepared to discuss) Assigned portions of U.S. Constitution –see last page of syllabus
(02)(09/24)Th	Course Introduction - continued
(03)(09/29)Tu	Chapter 2	International Law and Organizations Assigned Question: Chapter 2: Managerial Implications – Question 3 (Answers need not be written but be prepared to discuss)
(04)(10/01)Th	Chapter 3	Resolving International Commercial Disputes Assigned Question: Chapter 3: Managerial Implications – Question 1(answers need not be written but be prepared to discuss)
(05)(10/06)Tu	Chapter 8	National Law Making Powers& Regulations of U.S. Trade Assigned Questions: Chapter 8: Managerial - Questions 1-3 (Answers needs to be written)
(06)(10/08)Th	Chapter 9	GATT Law and The World Trade Organization Assigned Question: Chapter 9 – Managerial Question 5 (Answers need to be written)
(07)(10/13)Tu	Chapter 9	GATT Law and The World Trade Organization Assigned Question: Chapter 9 – Managerial Question 5 (Answers need to be written)
(08)(10/15)Th	Chapter 10	Laws Governing Access to Foreign Markets Assigned Questions: Chapter 10: Managerial Improvement I – Questions 1-3 (Answers need to be written)
(09)(10/20)Tu	Chapter 17	Protecting and Licensing Intellectual Property Assigned Questions: Questions and Case Problems – Questions 1 – 2 (Answers need to be written)
(10)(10/22)Th	Chapter 17	Protecting and Licensing Intellectual Property9 (continued)
(11)(10/27)Tu		Review for Midterm

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| (12)(10/29)Th | MIDTERM |
| (13)(11/03)Tu | Group Presentations |
| (14)(11/05)Th | Group Presentations |
| (15)(11/10) Tu | Group Presentations |
| (16)(11/12) Th | Group Presentations |
| (17)(11/17) Tu Chapter 16 | International Marketing Law and Exports
Assigned Question: Chapter 16 – Questions and Case Problems: Question 3
(Answers need to be written) |
| (18)(11/19)Th Chapter 11 | Regulating Imports
Assigned Question: Chapter 11: Questions in Ethical Considerations
(Answers need not be in writing but be prepared to discuss in class) |
| (19)(11/24)Tu Chapters 14&15 | North American Free Trade law, EU & Other Regional Trade Areas
Assigned Questions: Chapter 14 – Question 4;
Chapter 15; Managerial Implications – Question 3
(Answers need to be written) |
| 11/26/2015 – Holiday | |
| (20)(12/01)Tu Chapters 14&15 | North American Free Trade law, EU & Other Regional Trade Areas
Assigned Questions: Chapter 14 – Question 4;
Chapter 15; Managerial Implications – Question 3
(Answers need to be written) |
| (21)(12/03)Th | Review for Final |

***Final Exam – date as determined by the University Administration
Currently December 8, 2015 but subject to change***

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COURSE SYLLABUS
Bus 410 – The Legal Environment of International Business Law
California Polytechnic State University
San Luis Obispo, California
Orfalea College of Business
Winter 2015

READ:

U.S. Constitution (Posted and available online everywhere)

Article I

Section 1

Section 2

Section 8, Paragraph 1, 2, 3, 8 and 10

Section 10, Paragraph 1 and 2

Article II

Section 2, Paragraph 1 and 2

Article Vi, Paragraph 2

Amendment 14, Paragraph 1, and 4

Amendment 16

Amendment 19

Amendment 24

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Summary Schedule

<u>Class #</u>	<u>Day</u>	<u>Date</u>	<u>Topic #</u>
1	Tu	9/22/2015	Chapter 1, Constitution
2	Th	9/24/2015	Chapter 1, Constitution
3	Tu	9/29/2015	Chapter 2
4	Th	10/1/2015	Chapter 3
5	Tu	10/6/2015	Chapter 8
6	Th	10/8/2015	Chapter 9
7	Tu	10/13/2015	Chapter 9
8	Th	10/15/2015	Chapter 10
9	Tu	10/20/2015	Chapter 17
10	Th	10/22/2015	Chapter 17
11	Tu	10/27/2015	Review for Midterm
12	Th	10/29/2015	Midterm
13	Tu	11/3/2015	Group Presentation
14	Th	11/5/2015	Group Presentation
15	Tu	11/10/2015	Group Presentation
16	Th	11/12/2015	Group Presentation
17	Tu	11/17/2015	Chapter 16
18	Th	11/19/2015	Chapter 11
19	Tu	11/24/2015	Chapter 14 and 15
Holiday 11/26/2015			
20	Tu	12/1/2015	Chapter 14 and 16
21	Th	12/3/2015	Review for Final

FINAL EXAM - DECEMBER 8, 2015

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