



Undergraduate Course Syllabus

INT 309: Legal Environment of International Business

Center: Online

Course Prerequisites

INT-113 or INT-220

Course Description

The course is designed to provide students with an overview of the areas of public and private international law that affect international business activities. The United Nations Conventions on International Sale of Goods will be given particular attention.

Course Outcomes

- Understand the issues of resolving international commercial disputes, such as avoiding business disputes, alternate dispute resolution, conflict of law, enforcement of foreign judgment etc.
- Describe the general principle of least restrictive trade and laws governing access to foreign markets
- Describe different forms of international business in developed as well developing and newly industrialized countries, countries in transition: Eastern Europe, Russia, and the newly independent republics of the former Soviet Union
- Describe general concepts of public international law
- Understand the international sales, credits, and the commercial transaction
- Distinguish basic principles of trade regulations including the GATT framework and the World Trade Organization
- Understand the regulation of exports and trade controls over arms, munitions, and defense systems
- Explain the basics of export controls on commercial and dual-use of goods and technologies, compliance and Enforcement

Required Materials

Using your learning resources is critical to your success in this course. Please purchase directly through the [SNHU Online Bookstore](#) rather than any other vendor. Purchasing directly from the bookstore ensures that you will obtain the correct materials and that the IT Service Desk, your advisor, and the instructor can provide you with support if you have problems.

The Legal and Ethical Environment of Business

Lau and Johnson

Flatworld Education

2013

SKU #: 1652856

Diversity, Equity, and Inclusion

As indicated in our core values, SNHU is committed to “embrace diversity where we encourage and respect diverse identities, ideas, and perspectives by honoring difference, amplifying belonging, engaging civilly, and breaking down barriers to bring our mission to life.”

This may or will be reflected in SNHU’s curriculum as we embrace and practice diversity, equity, and inclusion (DEI) to provide the most transformative experience for our students, faculty, and staff. Because topics pertaining to DEI can be sensitive, please remember that embodying and practicing diversity, equity, and inclusion is one of our core values that you will encounter throughout the academic experience. In higher education, we are expected to think and engage critically. Use a growth mindset to embrace the diverse readings, course assignments, and experiences of your peers and faculty.

For more information about DEI at SNHU, please visit our website at the [Office of Diversity and Inclusion](#).

Instructor Availability and Response Time

Your class interaction with the instructor and your classmates will take place on a regular, ongoing basis. Your instructor will be actively engaged within the course throughout the week. You will normally communicate with your instructor in the weekly discussions or the General Questions discussion topic so that your questions and the instructor’s answers benefit the entire class. You should feel free, however, to communicate with your instructor via SNHU email at any time, particularly when you want to discuss something of a personal or sensitive nature. Your instructor will generally provide a response within 24 hours. Instructors will post grades and feedback (as applicable) within seven days of an assignment’s due date, or within seven days of a late submission.

Grade Distribution

| Assignment Category | Number of Graded Items | Point Value per Item | Total Points |
|---------------------|------------------------|----------------------|-----------------------------------|
| Discussions | 8 | 30 | 240 |
| Short Papers | 7 | 60 | 420 |
| Paper | 1 | 340 | 340 |
| | | | Total Course Points: 1,000 |

This course may also contain practice activities. The purpose of these non-graded activities is to assist you in mastering the learning outcomes in the graded activity items listed above.

University Grading System: Undergraduate

| Grade | Numerical Equivalent | Points |
|-------|----------------------|--------|
| A | 93–100 | 4 |
| A- | 90–92 | 3.67 |
| B+ | 87–89 | 3.33 |
| B | 83–86 | 3 |
| B- | 80–82 | 2.67 |

| Grade | Numerical Equivalent | Points |
|-------|--------------------------------|--------|
| C+ | 77–79 | 2.33 |
| C | 73–76 | 2 |
| C- | 70–72 | 1.67 |
| D+ | 67–69 | 1.33 |
| D | 60–66 | 1 |
| F | 0–59 | 0 |
| I | Incomplete | |
| IF | Incomplete/Failure * | |
| IP | In Progress (past end of term) | |
| W | Withdrawn | |

* Please refer to the [policy page](#) for information on the incomplete grade process.

Grading Guides

Specific activity directions, grading guides, posting requirements, and additional deadlines can be found in the Assignment Guidelines and Rubrics section of the course.

Weekly Assignment Schedule

All reading and assignment information can be found within each module of the course. Assignments and discussion posts during the first week of each term are due by 11:59 p.m. Eastern Time. Assignments and discussion posts for the remainder of the term are due by 11:59 p.m. of the student's local time zone.

In addition to the textbook readings that are listed, there may be additional required resources within each module.

| Module | Topics and Assignments |
|--------|---|
| 1 | Introduction to Business Law/Contracts 1-1 Reading: <i>The Legal and Ethical Environment of Business</i> , Chapters 1 and 6 1-2 Short Paper: Module One Assignment 1-3 Discussion: Legal Environment of Business and Contracts 1-4 Planning: Final Paper |
| 2 | Business in the Global Legal Environment 2-1 Reading: <i>The Legal and Ethical Environment of Business</i> , Chapter 13 2-2 Short Paper: News Media 2-3 Discussion: Global Legal Environment, Global Contracts 2-4 Planning: Final Paper 2-5 Discussion: Final Paper |

| Module | Topics and Assignments |
|--------|---|
| 3 | United Nations Convention for Sale of International Goods 3-1 Reading: United Nations Convention on Contracts for the International Sale of Goods 3-2 Short Paper: UN CISG 3-3 Discussion: Convention on International Sale of Goods 3-4 Planning: Final Paper Topic 3-5 Discussion: Final Paper Topic |
| 4 | International Organizations, Imports, and Marketing Law 4-1 Reading: Module Notes, International Chamber of Commerce Website, Including Constitution 4-2 Short Paper: News Media Review 4-3 Discussion: Import Restrictions 4-4 Planning: Final Paper Topics Due |
| 5 | Trade Regulation 5-1 Reading: Re-read <i>The Legal and Ethical Environment of Business</i> , Chapter 13 5-2 Short Paper: Cuba 5-3 Discussion: USMCA 5-4 Discussion: Final Paper |
| 6 | International Dispute Resolution 6-1 Reading: <i>The Legal and Ethical Environment of Business</i> , Chapter 4, Alternative Dispute Resolution 6-2 Short Paper: Cost-Benefit Analysis 6-3 Discussion: Dispute Resolution |
| 7 | Intellectual Property 7-1 Reading: <i>The Legal and Ethical Environment of Business</i> , Chapter 9, Intellectual Property 7-2 Discussion: Intellectual Property 7-3 Paper: Final Paper Due |
| 8 | Cultural Differences in International Business 8-1 Reading: Articles 8-2 Discussion: Cultural Differences 8-3 Short Paper: Business Memo |

Attendance Policy

Online students are required to submit a graded assignment/discussion during the first week of class. If a student does not submit a graded assignment/discussion during the first week of class, the student is automatically dropped from the course for non-participation. Review the [full attendance policy](#).

Late Assignments Policy

Meeting assigned due dates is critical for demonstrating progress and ensuring appropriate time for instructor feedback on assignments. Students are expected to submit their assignments on or before the due date. Review the [full late assignment policy](#).

SNHU Student Handbook

Review the [student handbook](#).

ADA/504 Compliance Statement

Southern New Hampshire University (SNHU) is dedicated to providing equal access to individuals with disabilities in accordance with Section 504 of the Rehabilitation Act of 1973 and with Title III of the Americans with Disabilities Act (ADA) of 1990, as amended by the Americans with Disabilities Act Amendments Act (ADAAA) of 2008.

SNHU prohibits unlawful discrimination on the basis of disability and takes action to prevent such discrimination by providing reasonable accommodations to eligible individuals with disabilities. The university has adopted this policy to provide for prompt and equitable resolution of complaints regarding any action prohibited by Section 504, the ADA, or the ADAAA.

For questions about **support services, documentation guidelines, general disability issues, or pregnancy accommodations**, please visit the [Online Accessibility Center](#) (OAC).

As a student, you must complete an interactive intake process, with supporting documentation, in order to be granted accommodations. Once reasonable accommodations are approved by the OAC, you will receive an accommodations letter. You are then responsible for sharing the letter with your instructor. Accommodations are not retroactive.

If you feel you've been subject to discrimination on the basis of disability, by any party, you may file a complaint or grievance. For more information on the ADA/504 Grievance Policy, go to the [Disability and Accessibility Services](#) website.

Academic Honesty Policy

Southern New Hampshire University requires all students to adhere to high standards of integrity in their academic work. Activities such as plagiarism and cheating are not condoned by the university. Review the [full academic honesty policy](#).

Copyright Policy

Southern New Hampshire University abides by the provisions of United States Copyright Act (Title 17 of the United States Code). Any person who infringes the copyright law is liable. Review the [full copyright policy](#).

SNHU Withdrawal Policy

Review the [full withdrawal policy](#).

Southern New Hampshire University Policies

More information about SNHU policies can be found on the [policy page](#).