



UNSW

UNSW Course Outline

LAWS8993 International Business Transactions - 2024

Published on the 12 May 2024

General Course Information

Course Code : LAWS8993

Year : 2024

Term : Term 2

Teaching Period : T2

Is a multi-term course? : No

Faculty : Faculty of Law and Justice

Academic Unit : School of Private and Commercial Law

Delivery Mode : In Person

Delivery Format : Standard

Delivery Location : Kensington

Campus : Sydney

Study Level : Postgraduate

Units of Credit : 6

Useful Links

[Handbook Class Timetable](#)

Course Details & Outcomes

Course Description

This course examines the legal framework of international business transactions by focusing on trade terms, the Vienna Convention on the International Sale of Goods, and the structure and finance of international trade. The course covers a wide range of topics, including the

commercial terms of the sales agreement, shipping contracts, financing arrangements, insurance and customs documentation. The course also examines foreign direct investment transactions and the major legal issues involved. International business regulation is also reviewed with particular attention focused on the World Trade Organization (WTO) and regional trade agreements. Finally, dispute resolution is considered with emphasis on commercial arbitration and settlement of disputes under the WTO.

Main Topics

- *International sales agreements*
- *INCOTERMS*
- *CISG*
- *Financing (Bills of Exchange, Letters of Credit, etc.)*
- *Regulation of trade (i.e. customs, trade remedies, etc.)*
- *Foreign Investment*
- *Dispute Settlement*

Course Aims

The principal objective of this course is to introduce students to a wide range of problems and issues that a private business entity may encounter in doing business across national borders.

Course Learning Outcomes

Course Learning Outcomes
CLO1 : Demonstrate effective oral communication and collaboration through class discussion and team work of complex legal, theoretical and/or professionally relevant subject matter in a scholarly and insightful manner (PLOs 1a, 3a & 3b)
CLO2 : Engage in complex critical discussions of how the principles of law operate within International business transactions (PLOs 1a, 2a, 3a & 3b)
CLO3 : Examine and engage in advanced critical analysis of the essential elements of international business transactions law and the formation of business transaction through drafting commercial contracts and writing a research essay (PLOs 1a, 1b, 2a, 2b, 3a, 3b & 4)

Course Learning Outcomes	Assessment Item
CLO1 : Demonstrate effective oral communication and collaboration through class discussion and team work of complex legal, theoretical and/or professionally relevant subject matter in a scholarly and insightful manner (PLOs 1a, 3a & 3b)	• Class Participation
CLO2 : Engage in complex critical discussions of how the principles of law operate within International business transactions (PLOs 1a, 2a, 3a & 3b)	• Essay Outline • Class Participation
CLO3 : Examine and engage in advanced critical analysis of the essential elements of international business transactions law and the formation of business transaction through drafting commercial contracts and writing a research essay (PLOs 1a, 1b, 2a, 2b, 3a, 3b & 4)	• Research Essay (6000 words)

Learning and Teaching Technologies

Moodle - Learning Management System

Assessments

Assessment Structure

Assessment Item	Weight	Relevant Dates
Class Participation	20%	
Essay Outline Short Extension: Yes (2 days)	10%	
Research Essay (6000 words) Short Extension: Yes (2 days)	70%	

Assessment Details

Class Participation

Assessment Overview

Not specified

Feedback includes formative feedback, peer feedback in class, online and the use of rubric.

Course Learning Outcomes

- CLO1 : Demonstrate effective oral communication and collaboration through class discussion and team work of complex legal, theoretical and/or professionally relevant subject matter in a scholarly and insightful manner (PLOs 1a, 3a & 3b)
- CLO2 : Engage in complex critical discussions of how the principles of law operate within International business transactions (PLOs 1a, 2a, 3a & 3b)

Detailed Assessment Description

In this course, class participation will be assessed based on your participation in online modules and discussions, as well as performance in lectures including raising and answering questions, and engaging in class discussions and exercises.

Essay Outline

Assessment Overview

Not specified

Course Learning Outcomes

- CLO2 : Engage in complex critical discussions of how the principles of law operate within International business transactions (PLOs 1a, 2a, 3a & 3b)

Detailed Assessment Description

Students are required to submit an essay outline for a research essay. The essay outline should include the following elements: (1) the chosen topic for the research essay; (2) a brief description of your central argument, and the structure and each section of the essay; and (3) a short bibliography listing 5-10 references. The essay outline should be NO MORE THAN 1200 words including references.

Assessment Length

Maximum 1200 words including references.

Research Essay (6000 words)

Assessment Overview

Feedback includes formative feedback, peer feedback in class, online and the use of rubric.

Course Learning Outcomes

- CLO3 : Examine and engage in advanced critical analysis of the essential elements of international business transactions law and the formation of business transaction through drafting commercial contracts and writing a research essay (PLOs 1a, 1b, 2a, 2b, 3a, 3b & 4)

Detailed Assessment Description

Students are required to submit a 6000 word research essay on a topic chosen from a list to be distributed in class. General information on what is required of law students for a research essay is available via MyLaw. The essay outline should be NO MORE THAN 6000 words including references. Footnotes must be used for citations. No bibliography is needed. Specific marking criteria for the essay will be discussed in class. Footnotes should follow the guidelines set out in the Australian Guide to Legal Citation Fourth Edition ('AGLC 4').

Assessment Length

Maximum 6000 words including references

General Assessment Information

Grading Basis

Standard

Course Schedule

Teaching Week/Module	Activity Type	Content
Week 1 : 27 May - 2 June	Lecture	International Business Transactions: An Introduction
Week 2 : 3 June - 9 June	Lecture	CISG
Week 3 : 10 June - 16 June	Lecture	INCOTERMS and Transportation
Week 4 : 17 June - 23 June	Lecture	International Trade, the WTO and Free Trade Agreements
Week 5 : 24 June - 30 June	Seminar	Foreign Investment
Week 6 : 1 July - 7 July	Other	No class - Reading week
Week 7 : 8 July - 14 July	Lecture	Dispute Settlement: Arbitration

Attendance Requirements

Please see information about attendance requirements in **Law & Justice Assessment Procedure and Student Information** located in the Other Useful Information tab in the Academic Information

field.

Please be advised there will be no classes on public holidays. If your class falls on a public holiday, alternative arrangements will be made by the course convenor to make up the missed class.

General Schedule Information

The course is run as six single day lectures on Thursdays in Weeks 1-5 & 7 in Term 2 of 2024. It will also contain online modules equivalent to 6 hours of teaching.

It includes three major components: (1) an in-person lecture; (2) online discussion forum via Moodle; and (3) online modules via Moodle. The allocation of time to each component varies from week to week. The total time will be 24 hours for the course.

Detailed course outline and schedule will be provided on the Moodle page of this course.

Staff Details

Position	Name	Email	Location	Phone	Availability	Equitable Learning Services Contact	Primary Contact
Convenor	Weihuan Zhou		Room 368, Law Building			No	Yes

Other Useful Information

Academic Information

Upon your enrolment at UNSW, you share responsibility with us for maintaining a safe, harmonious and tolerant University environment.

You are required to:

- Comply with the University's conditions of enrolment.
- Act responsibly, ethically, safely and with integrity.
- Observe standards of equity and respect in dealing with every member of the UNSW community.
- Engage in lawful behaviour.
- Use and care for University resources in a responsible and appropriate manner.
- Maintain the University's reputation and good standing.

For more information, visit the [UNSW Student Code of Conduct Website](#).

UNSW Law & Justice Assessment Policy

It is essential that all students undertaking this course read and abide by the [UNSW Law & Justice Assessment Policy & Student Information](#). This document includes information on Class Attendance, Late Work, Word Limits, Marking, Special Consideration, Workload, and Academic Misconduct & Plagiarism. More information can also be found at [Assessment & Exam Information](#).

Information regarding Course Outlines are subject to change and students are advised to check updates. If there is a discrepancy between the information posted here and the handbook or the UNSW Law & Justice website, please contact [Student Services via The Nucleus Hub](#) for advice. UNSW Law & Justice reserves the right to discontinue or vary such courses or staff allocations at any time. If your course is not here, please visit [Handbook](#) for information.

Academic Honesty and Plagiarism

As a student at UNSW you are expected to display [academic integrity](#) in your work and interactions. Where a student breaches the [UNSW Student Code](#) with respect to academic integrity, the University may take disciplinary action under the Student Misconduct Procedure. To assure academic integrity, you may be required to demonstrate reasoning, research and the process of constructing work submitted for assessment.

To assist you in understanding what academic integrity means, and how to ensure that you do comply with the UNSW Student Code, it is strongly recommended that you complete the [Working with Academic Integrity](#) module before submitting your first assessment task. It is a free, online self-paced Moodle module that should take about one hour to complete.

Submission of Assessment Tasks

Before submitting assessment items all students must read and abide by the [UNSW Law & Justice Assessment Policy & Student Information](#).

Special consideration

Special consideration is primarily intended to provide you with an extra opportunity to demonstrate the level of performance of which you are capable. To apply, and for further

information, see Special Consideration on the UNSW [Current Students](#) page.

Feedback

UNSW Law & Justice appreciates the need for students to have feedback on their progress prior to the last date for withdrawal without failure. All courses will therefore provide feedback to students prior to this date, as well as throughout the course. However, students should note that feedback does not take the form only of formal grades and written comments on written assessments. Rather, formative feedback, which helps students to self-assess, to identify misunderstandings, and to identify areas requiring further work, will occur during class and possibly online. For example, where a teacher asks the class a question, all students should think about how they might answer. Even though not all students will necessarily be able to respond orally, everyone can reflect on their tentative answer in light of the teacher's response and subsequent class discussion. If you are struggling to understand what is being asked in class, or if your tentative answers prove incorrect and subsequent discussion does not clear things up, then you should continue to ask questions (of yourself, your peers or your teacher). Similarly, you can get a sense of your ability in a course through peer feedback during group work, your teacher's responses to your in-class contributions, and your own response to in-class problems and examples (whether or not you are called on to relay your answer to the class) and also your online activities and responses by others to those activities. Students enrolled in this course may check their Moodle course page for details on the specific feedback used in this course.

Faculty-specific Information

Additional support for students

- Student support: <https://www.student.unsw.edu.au/support>
- Academic Skills and Support: <https://student.unsw.edu.au/academic-skills>
- Student Wellbeing, Health and Safety: <https://student.unsw.edu.au/wellbeing>
- Equitable Learning Services: <https://student.unsw.edu.au/els>
- UNSW IT Service Centre: <https://www.myit.unsw.edu.au>

Course improvement

Student feedback is very important to continual course improvement. This is demonstrated within the Faculty of Law & Justice by the implementation of the UNSW online student survey myExperience, which allows students to evaluate their learning experiences in an anonymous way. myExperience survey reports are produced from each survey. They are released to staff after all student assessment results are finalised and released to students. Course convenors

will use the feedback to make ongoing improvements to the course. Students enrolled in this course may check their Moodle course page for details on the actions taken in response to evaluation feedback in Student Survey.

School Contact Information

Please contact [Nucleus Student Hub](#) for all enquiries. The Nucleus acts as a central communications hub for UNSW and will distribute your enquiry to the best person to respond.