

INTERNATIONAL BUSINESS TRANSACTIONS Tentative

Course Number: 24 INTL 704

Semester: Spring 2011

Professor: Cogan

Credits: 3 Classroom

Primary Basis for the Grade: Exam; Letter Grade

Prerequisites: None

Enrollment: Open

Meets Seminar Requirement? No

Meets Writing Requirement? No

Meets Client Counseling Requirement? No

Meeting Times:

Location:

COURSE DESCRIPTION:

This course is intended to prepare students to represent clients in a variety of business transactions that contain international elements. The emphasis is on the formation and enforcement of agreements between private commercial parties and on the anticipation and recognition of issues that are peculiar to, or are especially prevalent in, international business. The course follows a sequence of increasingly complex transactions, from the isolated purchase and sale of goods, through sales through distributors and licensing, to foreign direct investment. Topics include: the formation of the basic commercial transaction; financing the international sale of goods; agency and distributorships; licensing of intellectual property; establishing and operating a foreign investment; corruption; and dispute settlement. Although discussed in summary, the international regulation of national trade laws, through the WTO and regional agreements such as the NAFTA, is the subject of a separate course on International Trade.

Last updated: 4-1-10 no