

INTERNATIONAL BUSINESS TRANSACTIONS 2007

Instructor: Professor Bryan Schwartz

Course objective:

- provide a broad introduction to the distinctive legal and practical challenges involved with doing international business
- invite students to research a cutting-edge issue in the area.

Course materials:

- Global Smarts (U of MB book store)
- Casebook (CD ROM) - MDC
- Pamphlet and CD from Money Laundering Conference - MDC

Evaluation:

- Attendance is mandatory. More than 2 classes missed without reasonable explanation results in maximum AD@ for the course;
- Paper/presentation is 80%-100% of grade
- Strong class participation can raise grade up to half a grade -e.g., transform B to B+.
- Grades are not lowered on the basis of quality of participation as long as the student attends.

Course outline:

Topics to be covered in lecture/class discussion part of course:

1. Introduction
2. Cross cultural negotiation and litigation.- Assigned reading: Global Smarts
3. Choice of law: ours, theirs, the law of a third country, a neutral system the Vienna Convention on International Sale of Goods
4. A detailed look at the CISG
5. Choice of forum: ours, theirs or neutral arbitration? Enforcement of foreign judgments and arbitral awards.
6. A case study in the development of new rules in the global and electronic era: the federal Personal Information Protection and Electronic Documents Act
7. Another case study: new federal laws on money laundering, proceedings of crime, foreign corrupt practices.
8. Corporate responsibility in international business.

Student presentations: Week 9-13