

BUS 342  
**International Business Law**

Course Syllabus  
Spring 2019

Instructor: Caz McChrystal

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OFFICE: Room 430, CPS  
OFFICE HOURS: Tuesdays 8:30-10:45am; Thursdays 8:30-10:45am & 3:30-4:30pm; other times  
by appointment  
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**A. COURSE DESCRIPTION**

The legal environment of international business and contracting, international and U.S. trade laws and treaties, regulation of the international marketplace.

**B. COURSE GOALS**

Understand ways in which businesses operate in an international framework. Differentiate between the various sources of law that apply to international business. Identify key issues businesses face in selected areas of international trade.

**C. LEARNING GOALS**

SBE Mission: The UWSP School of Business and Economics educates and inspires students and prepares graduates for success in positions of leadership and responsibility. We serve the students, businesses, economy and people of the greater central Wisconsin region. Our students achieve an understanding of regional opportunities that exist within the global economy.

Evidence of our graduates' level of preparation will be found in their ability to:

- Analyze and solve business and economics problems
- Understand the opportunities and consequences associated with globalization
- Appreciate the importance of behaving professionally and ethically
- Communicate effectively

**Program Learning Outcomes**

1. Students will be able to identify the regional benefits from a greater presence of local business in global markets.
  - a. Students will be able to assess and evaluate the business and economic characteristics and the key actors that define the global marketplace.

- b. Students will be able to assess and evaluate the global events and factors that impact decision-making and assess and evaluate the interdependent nature of relationships among actors in the global marketplace.
    - c. Students will be able to assess and evaluate the opportunities and benefits from operating in the global marketplace.
  2. Students will be able to describe the structural changes in the local economy that results from globalization.
    - a. Students will be able to analyze the business and economic characteristics and the key actors that define the global marketplace.
    - b. Students will be able to analyze the global events and factors that impact decision-making and analyze the interdependent nature of relationships among actors in the global marketplace.
    - c. Students will be able to analyze the opportunities and benefits from operating in the global marketplace.
  3. Students will be able to work effectively with others in team settings.
    - a. Students will be able to fulfill team member responsibilities.
    - b. Students will be able to be able to plan and schedule a project.
    - c. Students will be able to recognize and resolve team conflicts
  4. Students will be able to craft and present an effective professional oral presentation.
    - a. Students will be able to analyze the assigned topic; apply research to offer supporting evidence that illustrates terms, concepts or cases; and reaches a logical conclusion.
    - b. Students will be able to organize presentation around a central theme and clearly state a thesis.
    - c. Students will be able to exhibit comfort and preparedness and engage audience through clear language and some eye contact.
  5. Students will be able to successfully write an effective professional report.
    - a. Students will be able to analyze the assigned topic; apply research to offer supporting evidence that illustrates terms, concepts or cases; and reaches a logical conclusion.
    - b. Students will be able to organize writing around a central theme; clearly state a thesis; apply a paragraph structure.
    - c. Students will be able to employ some variety in sentence structures; select appropriate language and grammar.

#### D. INSTRUCTIONAL METHODS

This course is taught using a combination of lecture, class discussion, and group activities.

#### E. REQUIRED TEXT

International Business Law: A Transactional Approach, 2ed, by DiMatteo & Dhooge

## F. ASSESSMENT

Essay Questions (eight in total) – 90%  
Class Participation & Homework – 10%

Grading scale: 93-100 – A  
90-92 – A-  
87-89 – B+  
83-86 – B  
80-82 – B-  
77-79 – C+  
73-76 – C  
70-72 – C-  
67-69 – D+  
60-66 – D  
< 60 - F

## G. ATTENDANCE POLICY

Due to the large amount of discussion and group work in this course, attendance is mandatory. I expect students to contact me before absences occur (either by phone or email; there is no need to give me a reason for the absence, just let me know you will not be attending class), or as soon possible after class occurs in cases of emergency.

Provided I receive notice as described above, students will be allowed four absences without any negative effect on their final grade. For the fifth and each subsequent absence, the student's final grade will drop one letter grade (A becomes A-, A- becomes B+, etc.).

- Chapter 13-Student Rights and Responsibilities *see*  
<https://www.uwsp.edu/dos/Documents/UWS%2014-1.pdf>
- Disability Services for students *see*  
<http://www.uwsp.edu/special/disability/student/Student%20information.aspx>

## TOPICS AND READING

- 1) INTRODUCTION TO INTERNATIONAL BUSINESS LAW (READING: PP. 1-35)
- 2) STRATEGIES FOR INTERNATIONAL BUSINESS (READING: PP. 69-103)
- 3) INTERNATIONAL TRADE REGULATION (READING: PP.141-176)
- 4) NATIONAL IMPORT AND EXPORT REGULATION (READING PP. 178-212)  
HARMONIZED TARIFF SCHEDULE

ARE THE X-MEN HUMAN?

- 5) INTERNATIONAL CONTRACT & SALES LAW  
INTERNATIONAL CONTRACT LAW (READING PP. 214-249)  
INTERNATIONAL SALES LAW (PP. 251-288)
- 6) EXPORTING AND IMPORTING: THE DOCUMENTARY TRANSACTION AND TRADE FINANCE  
THE DOCUMENTARY TRANSACTION (READING PP. 290-323)  
INTERNATIONAL TRADE FINANCE (READING PP. 367-398)
- 7) SALE OF SERVICES (READING PP. 400-431)
- 8) INTELLECTUAL PROPERTY RIGHTS AND LICENSING (READING PP. 433-513)