

**COURSE NUMBER:** IBUS 263.10

**SEMESTER:** Spring 2005

**COURSE TITLE:** Legal Aspects of International and Multinational Business

**COURSE DESCRIPTION:** The course is intended as graduate level introduction to the various practical and theoretical legal considerations and problems involving cross border transactions. The discussion will include the review of international agreements, e.g., international sale of goods, license agreements, as well as a in depth analysis of issues related to foreign direct investment.

**PREREQUISITES:** None

**PROFESSOR** Max Riederer  
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**REQUIRED TEXTBOOKS:** None, reading material will be distributed in class

**RECOMMENDED TEXTBOOKS:** Folsom et al. International Business Transactions in a Nutshell, West Group

**ASSIGNED SUPPLEMENTAL READINGS:** To be distributed in class

**COURSE OBJECTIVES:** The course is designed to introduce the students to some of the concrete legal problems and issues attorneys and managers involved international transactions face today. The course is designed to develop a skill and sensitivity in dealing with the various forms and risks of international business.

**METHOD OF INSTRUCTION**

**AND ASSIGNMENTS:** The objectives are pursued through classroom lectures, discussion of model agreements, and hypothetical problems. Students are expected to be familiar with current international business developments as reported in the press. Students are required to review the model agreements prior to discussion in class.

**METHOD OF GRADING:** The exam will be a take home exam which requires the in depth discussion of a concrete factual situation. The grade will be based upon the following factors:  
Final Exam or Paper 85%  
Class Participation 15%

- 01/19 Introduction  
Overview Methods of Foreign Investment
- 01/26 International Contract for the Sale of Goods
- 02/02 Letters of Credit, Bill of Lading
- 02/09 Distributing Methods
- 02/16 Distributing Methods continued
- 02/23 Transfer of Technology and International Licensing
- 03/02 Guest Lecturer
- 03/09 Guest Lecturer
- 03/16 Spring Break
- 03/23 Joint Venture
- 03/30 Foreign Direct Investment I
- 04/06 Foreign Direct Investment II
- 04/13 International Conflict Resolution
- 04/20 International Taxation, Employment Law, Immigration
- 04/27 Case Study