



Hankuk University of Foreign Studies

2019 Summer Session

BUS 202 International Business

Course Outline

Term: July 01-August 02,2019

Class Hours: 16:00-17:50 (Monday through Friday)

Course Code: BUS 202

Instructor: Mehdi Hakimi

Home Institution: Stanford University

Office Hours: By Appointment

Email: mehdi.j.hakimi@gmail.com

Credit: 4

Class Hours: This course will have 72 class hours, including 40 lecture hours, 10 lecturer office hours, 10-hour TA discussion sessions, 2-hour review sessions, 10-hour extra classes.

Course Description:

This course introduces students to the legal complexities of conducting business across borders. Topics include international commercial law, relevant international conventions and standards, e-commerce, and foreign investment. The course will also introduce students to the crucial skills of legal research, writing, analysis, and oral advocacy.

Course Objectives:

1. Understand the legal principles and theories relating to international business transactions
2. Learn how legal rules may apply to daily international commercial activity
3. Develop skills in legal analysis and problem-solving
4. Gain skills in legal research, writing, and oral advocacy
5. Gain ability to interpret and draft international business agreements
6. Develop an appreciation of business considerations driving international commerce including regulatory factors and compliance issues

Required Textbooks: Folsom, Gordon, Spanogle & Fitzgerald (FGST), *International Business Transactions: A Problem Oriented Course Book*, (Eleventh Edition, 2012).



Grading & Evaluation: Grading will follow the guidelines as set forth in the university catalog and will be based on the following assessments:

- Class participation (15%)
- Research paper/memorandum (25%)
- Oral presentation/advocacy (20%)
- Final examination (40%)

Course Schedule

Week1

Doing Global Business: An Historical Overview

- Reading: FGST, pp. 1-25

Understanding the International Transaction Pattern

- Reading: FGST, pp. 28-58

Introduction to the UN Convention on Contracts for the International Sale of Goods (CISG)

- Flechtner, Harry M., Two Lectures Introducing the CISG, for the United Nations Audiovisual Library of International Law, available at:
http://legal.un.org/avl/ls/Flechtner_IEL_video_1.html and
http://legal.un.org/avl/ls/Flechtner_IEL_video_2.html

Week2

Formation of an International Contract

- Reading: FGST, pp. 58-90, Problem 4.1

Commercial Terms and Performance

- Reading: FGST, pp. 112-146

Excuse from Performance

- Reading: FGST, pp. 146-185

Week3

Bills of Lading

- Reading: FGST, pp. 225-259

Distributorships

- Reading: FGST, pp. 259-289

Financing the Transaction: Letters of Credit



- Reading: FGST, pp. 290-341

Financing the Transaction: Standby Letters of Credit

- Reading: FGST, pp. 380-414

Week4

E-Commerce

- Reading: FGST, pp. 185-225

Foreign Investment

- Reading: FGST, pp. 1060-1108

International Dispute Resolution

- Reading: FGST, pp. 1310-1337

Week5

Oral Arguments: International Commercial Dispute

- Presentation of oral submissions in assigned international business cases

Course Review

Final Exam

I reserve the right to modify this syllabus at any time during the semester.