

EM1F5M72

Program

PGE
PGE 3A - International and European Business (IEB)

UE

International sales and distribution

Semester

B

Discipline

International purchasing

Contact hours

20 H

Number of spots

45

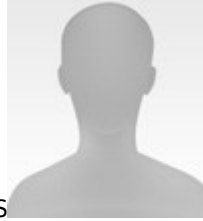
Open to visitors

Yes

Language



Coordinator



Jochen BAUERREIS

List of lecturers

Lecturer(s)	Email	Contact hours - lecture
Jochen BAUERREIS	jochen.bauerreis@abci-avocats.com	20 h

Pedagogical contribution of the course to the program

LEARNING GOAL 1 : Students will master state-of-the-art knowledge and tools in management fields in general, as well as in areas specific to the specialized field of management.

Students will identify a business organization's operational and managerial challenges in a complex and evolving environment.

Students will understand state-of-the-art management concepts and tools and use them appropriately.

LEARNING GOAL 4: Students will study and work effectively in a multicultural and international environment.

Students will analyze business organizations and problems in a multicultural and international environment

Description

Course on international trade jurisdiction.

Teaching methods

Face-to-face

- Lectures

In group

- Exercises

- Projects

Interaction

- Discussions/debates

Others

No items in this list have been checked.

Learning objectives

Cognitive domain

Upon completion of this course, students should be able to

- - (level 1) **Define** the applicable jurisdiction for international business and trade
 - - (level 2) **Detail** UN-Convention on Contracts for the International Sale of Goods
 - - (level 3) **Apply** concepts and practices of international trade within the French context
 - - (level 4) **Outline** arbitration in international trade
 - - (level 6) **Interpret** specific matters of cross-border business
-

Affective domain

Upon completion of this course, students should be able to

None affective domain have been associated with this course yet

Outline

1. Introduction to cross border business
 - a. European regulation on Jurisdiction (Brussels I bis regulation)
 - b. European regulation on applicable law (Rome I & II regulations)
2. UN-Convention on Contracts for the International Sale of Goods from April 11th 1980 (CISG)
 - a. CISG's role in cross boarder sales contracts
 - b. Scope of application and general provisions
 - c. Interpretation of CISG
 - d. Negotiation and conclusion of the international contract
 - e. Practical aspects of CISG
3. Arbitration and ADR system in international Business (International Arbitration Survey)
4. French international Arbitration law
 - a. Arbitration clause
 - b. Proposal and appointment of the arbitrator
 - c. Arbitration procedure
 - d. Memorandums and arbitral awards
 - e. Enforcement and appeal possibilities

5. Soft law in international practice
- a. Incoterms
 - b. UNIDROIT Principles of International Commercial Contracts
-

No prerequisite has been provided

Knowledge in / Key concepts to master

Understanding of business environment and international legal systems

Teaching material

Mandatory tools for the course

- Computer

Documents in all formats

No items in this list have been checked.

Moodle platform

No items in this list have been checked.

Software

No items in this list have been checked.

Additional electronic platforms

No items in this list have been checked.

Recommended reading

Main reading material
n/a

Additional literature
n/a

EM Research: Be sure to mobilize at least one resource

Textbooks, case studies, translated material, etc. can be entered
n/a

Assessment

List of assessment methods

Final evaluation Last class

Oral / Group / English / Weight : 100 %

Details : Presentation of a group project on specific matters of cross-border business

This evaluation is used to measure LO1.1, LO1.2, LO4.2