

**International Business Transactions
Laws 7611
Course Syllabus**

University of Colorado Law School

Professor Young Kim

Spring, 2010

Course Description: This course examines the sources of international business law, the relationship between such law and the U.S. legal system, the choice of law in international business disputes, the special issues that arise when doing business with foreign governments, the law governing international sales and the shipment of goods, and international intellectual property protection. In addition, the relationships between law and culture involved in international business transactions will be examined.

Course Materials: The main text for the course is Folsom, Gordon, Spanogle and Fitzgerald. 2009. *International Business Transactions Tenth Edition*. St. Paul: Thomson Reuters ("Folsom"). In addition, the 2009 *Documents Supplement to International Business Transactions* assembled by the same authors provides applicable documentary law for many of the issues raised in the problem-oriented main text. Additional course materials have been placed on and may be accessed through the TWEN system ("Select Materials").

Reading Assignments and Class Participation: The scope of the IBT course is broad and complex. The main text is organized around certain model problems, which allow us to analyze issues in a more fine-grained approach, as well as develop solutions to the problems presented. Students are expected to have studied the assigned Readings and be prepared to participate in class. **Class participation constitutes 20% of the grade for the course.**

Class Times: Classes will meet on Mondays and Wednesdays at 9:00-10:20 am in Room 207. See the Class Schedule following.

Office Hours by Appointment. Email (yk@colorado.edu) to arrange meetings.

Grading: Your grade for this course will consist of a final examination (80%), to be held as posted (please refer to the Spring, 2010 Final Exam Schedule), and class participation (20%).

Course Schedule: The course will include 27 classes during the spring semester, 2010. See the Class Schedule following.

**International Business Transactions
Class Schedule
Spring, 2010**

Background

Class 1: January 11. Topic: The Course and Problem-Solving. Reading: Folsom 1-24.

Class 2: January 13. Topic: Role of Counsel in International Trade, Licensing and Investment. Reading: Folsom 25-49.

International Trade

The Contract

Class 3: January 20. Topic: Basic Sales Transaction. Reading: Folsom 52-79. Select Materials: Chicago Prime Packers v. Northam Food Trading

Class 4: January 25. Topic: Formation of Sales Contract. Reading: Folsom 80-112.

Class 5: January 27. Topic: Commercial Terms and Performance. Reading: Folsom 112-146.

Class 6: February 1. Topic: Excuse from Performance. Reading: Folsom 146-185.

Certain Transactions

Class 7: February 3. Topic: Bills of Lading. Reading: Folsom 225-259.

Class 8: February 8. Topic: Distributorships. Reading: Folsom 259-289.

Financing Transactions

Class 9: February 10. Topic: Letters of Credit. Reading: Folsom 290-341. Select Materials: Sztejn v. Henry Banking

Class 10: February 15. Topic: Standby Letters of Credit. Reading: Folsom 380-414.

E-Commerce and Transfers of Technology

Class 11: February 17. Topic: E-Commerce. Reading: Folsom 185-225.

Class 12: February 22. Topic: Licensing. Reading: Folsom 912-958.

Class 13: February 24. Topic: Intellectual Property Protection. Reading: Folsom 959-995.

International Regulation

Imports

Class 14: March 1. Topic: Imports and Tariffs. Reading: Folsom 417-449.

Class 15: March 3. Topic: Non-Tariff Barriers. Reading: Folsom 511-545.

Protection

Class 16: March 8. Topic: Domestic Protection. Reading: Folsom 647-706.

Class 17: March 10. Topic: Antidumping Duties. Reading: Folsom 706-753.

Exports

Class 18: March 15. Topic: Export Controls and Boycotts. Reading: Folsom 780-818.

Class 19: March 17. Topic: Questionable Payments and Services. Reading: Folsom 851-885.

Foreign Investment

Class 20: March 29. Topic: Investing Abroad. Reading: Folsom 1060-1108.

Class 21: March 31. Topic: Established Investments. Reading: Folsom 1114-1144.

Class 22: April 5. Topic: Project Financing. Reading: Folsom 1175-1215.

Class 23: April 7. Topic: Foreign Investors. Reading: Folsom 1215-1244.

Class 24: April 12. Topic: Foreign Investment in NAFTA. Reading: Folsom 1276-1307.

Disputes

Class 25: April 14. Topic: International Dispute Resolution. Reading: Folsom 1310-1337.

Class 26: April 19. Topic: Enforcement of Foreign Judgments. Reading: Folsom 1439-1470.

Class 27: April 21. Topic: International Enforcement of Foreign Arbitral Awards. Reading: Folsom 1470-1500.

