COURSE NAME: International Business Transactions

COURSE NUMBER: Law 8754

PROFESSOR: Timothy Lynch

ESSENTIAL PREREQUISITES: None

DESIRABLE PREREQUISITES: It would be helpful to have taken International Law since much of what we discuss will be law based on international treaties. Understanding how international treaties are formed and the nature of their legal significance would be helpful, but a student can understand and do very well in this course without having taken international law. Since we will often talk about the nature of business organizations and the rules governing them, the business organizations course will also be useful. I will, however, during this course, ensure that you know all the essential background material in both international law and business organizations to understand our material well.

COURSE BOOKS: To be determined.

METHOD OF GRADING & APPRAISAL OF STUDENT FOR GRADE: Final exam, and depending on the number of students taking the class, a class participation component.

DESCRIPTION OF COURSE: This course will introduce students to the mechanics of international business transactions and to the commercial law environment in which those transactions are negotiated and executed. We will focus on the trade and investment activities of private entities, examining in a practical way the documentation necessary to execute various types of transactions and issues the international business lawyer is likely to encounter. Specifically, we will discuss the law of the international sales of goods, cross border technology transfers and foreign direct investment. We will also discuss certain procedures and legal regimes of international dispute resolution.

Although we will touch on certain issues regarding the regulation of international trade generally, this is not a course in international trade law and international trade regimes.

COURSE OUTCOMES: This course will give you the tools, the vocabulary, and the working knowledge to confidently identify and start to tackle international business issues.

RELEVANCY OF COURSE FOR CAREER PURPOSES: Anyone who anticipates engaging in an international business practice (transactional or litigation) would benefit from this course. Increasingly business transactions have an international component. Transactional attorneys are increasingly likely to have clients who are buying and/or selling products from/to foreign markets, or clients who are considering investing abroad (perhaps with foreign partners), and foreign clients doing business in the US. This course will help you think about how to address such international deals.

RELEVANCY OF COURSE FOR BAR EXAM PREPARATION: International business transactions are not specifically tested on either the Missouri or Kansas bar exams. However, this course will supplement and solidify your basic knowledge of business organizations, conflicts of law, commercial transactions and contracts, each of which is tested on these bar exams.