

1. BASIC INFORMATION

Course	International Law and Contracting
Degree program	International business
School	Social Sciences and Communication
Year	3
ECTS	6
Credit type	DR
Language(s)	English
Delivery mode	Face-to-face
Semester	First
Academic year	2020/2021
Coordinating professor	Jesús Alfonso Soto Pineda

2. PRESENTATION

International Law & Contracting is a compulsory subject of the Global Bachelor's Degree in International Business of Universidad Europea de Madrid. The subject is a fundamental element of the program since it configures the context of the legal background the international business students achieve on their university track.

On account of the above, Law & International Contracting provides the students with the concepts and tools required to understand the main national and international legal dimensions, and its role and range in international business.

Through the course the students will learn about the relationship between law and businesses. To do so, students will be trained on the scope, nature and goals of the sources of law (Written

Law, principles, precedents, etc). Students will learn about the differences between natural persons and legal persons as the basis for understanding how to approach cases where the individuals involved in an international business event are either individuals or companies.

As a compulsory subject of the Global Bachelor's Degree in International Business, Law & International Contracting allows students to examine the impact of public law and private law in international business due the macroeconomic and microeconomic factors involved on the exercise of the commercial activity. Along those lines, the subject enables students to learn about the importance of the theory of contracts and face some of the most common contracts used in the international business environment: sale, lease, services, etc.

The subject also deals with the solutions available to solve contractual transnational conflicts arising from international business. The range of options available to solve disputes will be addressed, with emphasis on arbitration, as it represents nowadays an effective method to settle disputes between parties in the international business environment.

3. COMPETENCIES AND LEARNING OUTCOMES

Core competencies/Basic Skills:

- BS2: Students must apply their knowledge to their work and vocation in a professional way and must demonstrate their skills in sustaining arguments and solving problems within their field of study.
- BS3: Students must be able to gather data, usually within their field of study, interpret it and make judgments and considerations on relevant social, scientific or ethical issues.
- BS4: Students must be able to convey information, together with ideas, problems and solutions to a specialized or non-specialized audience.

Cross-curricular competencies/Cross disciplinary skills:

- CS3: Capacity to adapt to new situations: Being able to assess and understand different situations, adapting our approach to a situation insofar as is necessary or appropriate.

- CS5: Capacity to apply knowledge: Being able to use knowledge acquired in academic contexts in situations that resemble as closely as possible the reality of the chosen future profession.
- CS13: Problem solving: The ability to resolve a confusing issue or a complicated situation that stands in the way of achieving a goal and where there is no predefined solution.
- CS16: Decision making: The ability to make a choice between two or more existing alternatives to effectively resolve different situations or problems.

Specific competencies/Specific skills:

- SS3: Ability to analyse the role of international organizations today as well as the role and scope of the influence of international cooperation agencies and organizations.
- SS4: Ability to identify and analyze the economic aspects of globalization linked to the internationalization of companies, foreign trade, and the global economy.
- SS12: Ability to understand and evaluate the legal framework when making strategic business decisions in new competitive environments.
- SS14: Capacity to adapt to new trends and business practices including the application of corporate social responsibility policies, in the context of international business.

Learning outcomes:

- LO1: Understanding of concepts related to the international business law
- LO2: Resolution of problems related to the application of the regulations governing international commercial transactions.

The following table shows the relationship between the competencies developed during the course and the learning outcomes pursued:

Competencies	Learning Outcomes
BS4, CS3, CS5, SS3, SS4, SS12, SS14.	LO1: Understanding of concepts related to the international business law
BS2, BS3, BS4, CS3, CS5, CS13, CS16, SS4, SS12, SS14.	LO2: Resolution of problems related to the application of the regulations governing international commercial transactions.

4. CONTENT

The contents of the subject are as follows:

UNIT 1. LAW & INTERNATIONAL BUSINESS

1. The Law and the Legal System
2. The written law and its sources
3. The effects of the law
4. Other sources of the law

UNIT 2. THE RIGHTHOLDERS

1. The Natural Person
2. The Legal Person
3. Representation
4. Businesspeople and business companies

UNIT 3. RIGHTS AND CONTRACTS

1. The rights
2. Introduction to contracts
3. Validity of contracts and compliance
4. Legal framework for international contracts

UNIT 4. INTERNATIONAL BUSINESS CONTRACTS

1. The international sale agreement
2. The international services agreement
3. Other business contracts
4. Specific terms relating to business contracts

UNIT 5. OTHER MATTERS IN INTERNATIONAL BUSINESS

1. Intellectual property and knowledge transfer
2. Business associations and related contracts
3. Mergers and acquisitions and competition implications
4. Antitrust Law

UNIT 6. DISPUTES AND ARBITRATION

1. Contract disputes- concept and resolution
2. The court systems
3. International arbitration
4. The consequences of disputes and arbitration

5. TEACHING-LEARNING METHODOLOGIES

The types of teaching-learning methodologies used are indicated below:

1. Master classes
2. Case study
3. Cooperative learning
4. Problem-based learning

6. LEARNING ACTIVITIES

Listed below are the types of learning activities and the number of hours the student will spend on each one:

Campus-based mode:

Type of educational activity	Number of hours
Master Classes	35 h
Self-directed study	30 h
Problem solving	20 h
Tutorial/advising sessions	10 h
Case Studies	25 h
Written assignments and reports	20 h
Formative Assessments	10 h
TOTAL	150 h

7. ASSESSMENT

Listed below are the assessment systems used and the weight each one carries towards the final course grade:

Assessment system	Weight
Exams	50%
Case studies and problem solving	20%
Written assignments and reports	10%
Oral presentations	10%
Debates and colloquiums	10%

When you access the course on the *Campus Virtual*, you'll find a description of the assessment activities you have to complete, as well as the delivery deadline and assessment procedure for each one.

7.1. First exam period

To pass the course in the first exam period, you must obtain a final course grade of at least 5 out of 10 (weighted average).

In any case, you will need to obtain a grade of at 5.0 in the final exam in order for it to count towards the final grade along with all the grades corresponding to the other activities.

There will be a single exam in the ordinary exam period. Exam will be oral and will be graded from 0 and 10.

The result of the exam will qualify as 50% of your final grade.

7.2. Second exam period

To pass the course in the second exam period (extraordinary call -resit-), you must obtain a final grade of at least 5 out of 10 (weighted average).

In any case, you will need to obtain a grade of at 5.0 in the final exam in order for it to count towards the final grade along with all the grades corresponding to the other activities.

The student must deliver the activities not successfully completed in the first exam period after having received the corresponding corrections from the professor, or those that were not delivered in the first place.

8. SCHEDULE

This table shows the delivery deadline for each assessable activity in the course:

Assessable activities	Deadline
Xerox Case Study	Weeks 2-15
Reports-Kahoot-Assignments	Weeks 2-15
Performance observation	Week 2-15
Asynchronous Work	Weeks 4-14
Final Exam	Week 16

This schedule may be subject to changes for logistical reasons relating to the activities. The student will be notified of any change as and when appropriate.

9. BIBLIOGRAPHY

Here is the recommended bibliography:

- BRAMMER, Silke (2009). *Co-operation Between National Competition agencies in the enforcement of EC Competition Law*, Hart Publishing, Oxford y Portland, Oregon.
- BORN, Gary (2014). "Formation, Validity and Legality of International Arbitration Agreements". *Wolters Kluwer Law International*; Kluwer Law International.
- BURR, Andrew (2017). *International contractual and Statutory Adjudication*, Informa Law from Routledge, New York: Routhledge.
- ESPLUGES MOTA, C. (director), Palao Moreno, G., Espinosa Calabuig, R., Fernández Masiá, E., Garín Alemany, F. (2017). *Derecho del Comercio Internacional*. Valencia: Tirant lo Blanch.
- FERNÁNDEZ ROZAS, J.C., Arenas García, R. y de Miguel Asensio, P.A. (2016). *Derecho de los Negocios Internacionales*. Madrid: lustel.

- JONES, Lucy (2017). *Introduction to Business Law*, Oxford: Oxford University Press.

10. DIVERSITY MANAGEMENT UNIT

Students with specific learning support needs:

Curricular adaptations and adjustments for students with specific learning support needs, in order to guarantee equal opportunities, will be overseen by the Diversity Management Unit (UAD: Unidad de Atención a la Diversidad).

It is compulsory for this Unit to issue a curricular adaptation/adjustment report, and therefore students with specific learning support needs should contact the Unit at unidad.diversidad@universidadeuropea.es at the beginning of each semester.

11. ONLINE SURVEYS

Your opinion matters!

The Universidad Europea encourages you to participate in several surveys which help identify the strengths and areas we need to improve regarding professors, degree programs and the teaching-learning process.

The surveys will be made available in the “surveys” section in virtual campus or via e-mail.

Your assessment is necessary for us to improve.

Thank you very much for your participation.