

# Expertise in international commerce (EM1F5M01A1)

Program	PGE
Module / ECTS / Path / Specialisation	<b>Module :Expertise in International Commerce : 5 ECTS.</b> <ul style="list-style-type: none"><li>• MGA</li></ul>
Discipline	Supply Chain Management
Year	2019
Semester	A
Open for visitors	yes (5 ECTS)
Available places	50

## Coordinator

Jean Jacques FELDER

## Lecturers

Instructor	Population	Email
Jean Jacques FELDER	Population	<a href="mailto:jjfelder@unistra.fr">jjfelder@unistra.fr</a>
Marie LEPRETRE	Population	<a href="mailto:marie.lepretre@em-strasbourg.eu">marie.lepretre@em-strasbourg.eu</a>

## Course format

Working language :	English
Volume of contact hours :	27 h
Workload to be expected by the student :	108 h

## Course track

Track : Attendance

**"Attendance" track :**

Attendance at lecture / tutorial classes and intermediate / final exams is mandatory. As evaluation of in class work constitutes an essential element of grading, any absence will be penalized and is taken into account for grading purposes (see academic rules and regulations).

**"Autonomous" track :**

Attendance at intermediate / final exams is mandatory, but students are free to attend lecture / tutorial classes.

For all Master programs and all other programs realized in the form of dual internships (apprentissage), attendance at lecture / tutorial classes and intermediate / final exams is entirely mandatory. Therefore, only the "Attendance" track can be selected.

# Contribution of the course to the educational objectives of the programme

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**How the course contributes to the programme :**

## Description

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The aim of the course is to raise students to be able to : embrace a general view of international commerce in the context of globalization, evaluate the complexities of the 21st century trade, and use appropriate methods and tools to stabilize international commerce.

## Educational organisation

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In class

### Lectures

Interaction

### Discussions / debates

## Learning outcomes

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**Upon completion of this course, students should be able to :**

- **Describe** the different transport options available to support international commerce activities
- **Name** the commercial documents supporting transactions
- **Explain** the various financial risks companies can be faced to
- **Manipulate** the various tools used to complete the signing of a commercial agreement
- **Analyze** the various risk factors impacting international commerce
- **Report** on the various interactions impacting international trade
- **Combine** the different steps to go through to support international transactions deployment

## Outline

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International law of contracts

Globalization and environment in global business

Definition of an international contract, negotiation and conclusion

Law applicable:

Complexity of laws, rule of the contract

Conflict of laws - Rome regulation - Hague convention...

Substantive law and "lex mercatoria" - Vienna convention - Unidroit

Settlement of disputes

Jurisdiction - Brussels I regulation and recognition and enforcement of judgments - at French law...

Arbitration - French rules/ private rules (UNCITRAL), agreements...

Alternative dispute resolution methods

The different contracts in a contract of sale

- Use of appropriate commercial terms (INCOTERMS)
  - Particulars in construction and installations abroad ; tender and bidding process
  - the sale of goods and services ; general sale conditions
- The contract of carriage: Europe and overseas:
- duties and liabilities of seller/ shipper/ consignor/ carrier
  - land, air, sea carriage contracts ; liner terms, AWB, B/L
  - carriage risks and insurance

Payment mechanisms and financing international contracts

- financial risks and their classification ; risk management
  - payment mechanisms ; bill of exchange, CAD, L/C, SBLC
  - export financing by banks, factors, discounting, countertrade
- Export documentation: within and outside the EU
- commercial, customs, transport, bank and credit, insurance documentation

Transport options (reminder)

Documentation review (customs, commercial, transport) used for international trade

Payment terms / Financial risks - the different Tools used

Customer/Market/Strategy - global approach

Preparing a contract - the different steps - example

Customer relationship – examples

WTO - overview

Commercial figures/facts in the world

## Prerequisites

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### Key concepts to understand :

none

## Teaching material

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### Documents in all formats

- Syllabus
- Case studies

## Recommended reading

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### Major works :

### Further reading :

### Research works by EM Strasbourg :

## Assessment

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### Final assessment : last session

written (105 min) / individual / English / weighting : 100%

## Grounds for expulsion from classes

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Such behaviors as...

**arriving late, leaving early or unannounced leaving of the classroom during class time**

**disruptive eating or drinking in class**

**using smartphones and laptops for non class-related purposes**

**reading non class-related documents**

**chatting on non class-related issues**

**showing disrespect towards lecturers**

... may lead to expulsion from classes.