

# Expertise in international commerce (EM1F5M01A1)

Program	PGE
Course set (UE) / Credits (ECTS) / Track / Specialization	<b>Module :Expertise in International Commerce : 5 ECTS.</b> <ul style="list-style-type: none"><li>• MGA</li></ul>
Discipline	Supply Chain Management
Year	2020
Semester	A
Open for visitors	no
Available spots	50

## Coordinator

**Jean Jacques FELDER**

## Lecturers

Instructor	Population	Email
Jean Jacques FELDER	Population	jjfelder@unistra.fr

## 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 lectures/tutorials and intermediate/final assessments is mandatory. As in-class work constitutes an essential element of evaluation, any unjustified absence will be penalized (*see Study and Examination Regulations*) and factored into the final grade (*see Assessment*).

### Autonomous track :

Attendance at intermediate/final assessments is mandatory, but students have the option of attending lectures/tutorials.

Attendance at lectures/tutorials and intermediate/final assessments is mandatory for all degrees making up the Master's Program and all degrees involving co-op (*apprentissage*). Attendance track must therefore be selected.

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

**How the course contributes 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.

Students will implement appropriate methodologies to develop appropriate solutions for business issues.

**LEARNING GOAL 2 : Students will develop advanced-level managerial skills.**

Students will participate in a decision-making process in a critical way.

**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

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

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 :**

Rosenthal, D. E., & Knighton, W. M. (2017). National laws and international commerce: The problem of extraterritoriality (Vol. 17). Routledge.

Hiscox, M. J. (2002). International trade and political conflict: commerce, coalitions, and mobility. Princeton University Press.

**Further reading :**

**Research works by EM Strasbourg :**

## Assessment

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**Final assessment : last session**

## Grounds for expulsion from classes

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Behaviors such as

**arriving late, leaving early, or exiting the classroom at inopportune moments during class**

**ostentatiously eating or drinking in class**

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

**reading texts unrelated to the course**

**discussing topics unrelated to the course**

**disrespecting the lecturer**

may lead to expulsion from the class/course.