

Expertise in international commerce (EM1F5M01B1)

Program	PGE
Course set (UE) / Credits (ECTS) / Track / Specialization	Module :Expertise in International Commerce : 5 ECTS. <ul style="list-style-type: none">• MGA
Discipline	Supply Chain Management
Year	2020
Semester	B
Open for visitors	yes (5 ECTS)
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

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

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

Key concepts to understand :

none

Teaching material

Documents in all formats

- Syllabus
- Case studies

Recommended reading

Major works :

Further reading :

Research works by EM Strasbourg :

Assessment

Final assessment : last session

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

This evaluation serves to measure LO1.1, LO1.2, LO1.3, LO2.2

Grounds for expulsion from classes

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.