

Import/ Export (EM1F5M72)

Program	PGE
Module / ECTS / Path / Specialisation	Module :International sales and distribution : 15 ECTS. <ul style="list-style-type: none">● PGE 3A - International and European Business (IEB)
Discipline	Law
Year	2019
Semester	B
Open for visitors	yes (3 ECTS)
Available places	45

Coordinator

Jochen BAUERREIS

Lecturers

Instructor	Population	Email
Jochen BAUERREIS		

Course format

Working language :	English
Volume of contact hours :	20 h
Workload to be expected by the student :	60 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

How the course contributes to the programme :

Description

Course on international trade jurisdiction.

Educational organisation

In class

Lectures

Seminars

Presentations

In groups

Exercises

Projects

Interaction

Discussions / debates

Assignments

Specific projects / case studies

Learning outcomes

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

- **Define** the applicable jurisdiction for international business and trade
- **Detail** UN-Convention on Contracts for the International Sale of Goods
- **Apply** concepts and practices of international trade within the French context
- **Outline** arbitration in international trade
- **Interpret** specific matters of cross-border business

Outline

1. Introduction to cross border business
 - a. European regulation on Jurisdiction (Brussels I bis regulation)
 - b. European regulation on applicable law (Rome I & II regulations)
2. UN-Convention on Contracts for the International Sale of Goods from April 11th 1980 (CISG)
 - a. CISG's role in cross boarder sales contracts
 - b. Scope of application and general provisions
 - c. Interpretation of CISG
 - d. Negotiation and conclusion of the international contract
 - e. Practical aspects of CISG
3. Arbitration and ADR system in international Business (International Arbitration Survey)

4. French international Arbitration law
 - a. Arbitration clause
 - b. Proposal and appointment of the arbitrator
 - c. Arbitration procedure
 - d. Memorandums and arbitral awards
 - e. Enforcement and appeal possibilities
5. Soft law in international practice
 - a. Incoterms
 - b. UNIDROIT Principles of International Commercial Contracts

Prerequisites

Key concepts to understand :

Understanding of business environment and international legal systems

Teaching material

Recommended reading

Major works :

Further reading :

Research works by EM Strasbourg :

Assessment

Final assessment : last session

oral / in group / English / weighting : 100%

additional information : Presentation of a group project on specific matters of cross-border business

This evaluation serves to measure LO1.1, LO1.2, LO4.2

Grounds for expulsion from classes

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.