

# Import/ Export ONLINE (EM1F5M72)

Program	PGE
Course set (UE) / Credits (ECTS) / Track / Specialization	<b>Module :International sales and distribution : 15 ECTS.</b> <ul style="list-style-type: none"><li>● PGE 3A - International and European Business (IEB)</li></ul>
Discipline	Law
Year	2020
Semester	B
Open for visitors	yes (3 ECTS)
Available spots	45

## Coordinator

**Jochen BAUERREIS**

## Lecturers

Instructor	Population	Email
Jochen BAUERREIS	Population	

## 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 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.

**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

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

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**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

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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

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**Key concepts to understand :**

Understanding of business environment and international legal systems

## Teaching material

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## Recommended reading

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**Major works :**

**Further reading :**

**Research works by EM Strasbourg :**

## Assessment

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**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

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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.