**Instructor:** Dr. Stephen M. Shrewsbury  
**Email:** shrewsbusm@sfasu.edu  
**Tel:** (936) 468-3103 Department  
(936) 468-1576 Office  
**Office:** McGee Business Building (BU) 229G  
**Office Hours:**

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<tr>
<th></th>
<th>Office Hours</th>
<th>Class Hours</th>
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<tr>
<td><strong>Monday</strong></td>
<td>1:00 p.m. – 2:00 p.m.</td>
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<td>4:00 p.m. – 5:00 p.m.</td>
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<td><strong>Tuesday</strong></td>
<td>2:00 p.m. – 5:00 p.m.</td>
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<td><strong>Wednesday</strong></td>
<td>9:30 a.m. – 11:30 a.m.</td>
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<td>4:00 p.m. – 5:00 p.m.</td>
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<tr>
<td><strong>Thursday</strong></td>
<td>1:30 p.m. – 3:30 p.m.</td>
<td>4:00 p.m. – 6:30 p.m.</td>
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Other Times: By Appointment

**Department/School:** Business Communication & Legal Studies/Rusche College of Business

**Class meeting time and place:** Thursday 4:00-6:30 p.m. McGee Business Bldg. (BUSI) 121 and [https://d2l.sfasu.edu/](https://d2l.sfasu.edu/).

**Course Description:** An examination of the transactional and legal aspects of doing business abroad with emphasis on rules and practice in the areas of exporting, importing, trade law, licensing, and foreign direct. Topical matters include the legal and ethical environment of business, trade regulation, international contracting, exporting and importing practice, documentary transactions, trade finance, along with the cultural, social, economic, and political issues affecting the international business legal environment.

**Text:**  
2. Assigned readings and other materials such as cases, articles, and problems/exercises to supplement textbook.

**Program Learning Outcomes:** Program learning outcomes define the knowledge, skills, and abilities students are expected to demonstrate upon completion of an academic program. These learning outcomes are regularly assessed to determine student learning and to evaluate overall program effectiveness. You may access the program learning outcomes for your major and particular courses at [http://www.sfasu.edu/cob/grad-plo.asp](http://www.sfasu.edu/cob/grad-plo.asp).

**Course Goals and Objectives:** Upon completion of the course, the student should be able to:

1. Identify the different sources of international business law.
2. Understand ethical implications and dilemmas of international business transactions.
3. Analyze strategies for entering international markets.
4. Identify the different types of international dispute resolution.
5. Understand principles of international trade regulation.
6. Appreciate the general scope of U. S. export and import regulations.
7. Understand principles of international contract law.
9. Know the different methods of payment utilized in export transactions.
10. Realize the differences between domestic and international transport of goods and understand the various regulations.
11. Understand different methods of international trade finance.
12. Appreciate the issues involved with the international licensing of intellectual property.

Course Outline: This is a general outline of material to be covered. Material covered, dates of tests, and percent of total points may vary slightly as necessitated by the pace in which material is covered. Any changes will be made in writing and announced and delivered to students during class. Refer to the Class Schedule for detailed descriptions and dates.

I. Exam No.1 Chs. 1-3 100 points
II. Exam No.2 Chs. 4-7 100 points
III. Exam No.3 Chs. 8-10 100 points
IV. Exam No.4 Chs. 12, 14, Ethics/FCPA 100 points
V. Cases Briefs 75 points
VI. Chapter Problems/Internet Exercises 80 points
VII. International business case study 100 points

Total Points 655 points

Exams: (400 Total Points) There will be four (4) exams during the semester. Each will cover the designated text material (including any designated cases and readings). Each exam will be worth the designated points and will consist of mostly multiple choice questions. Certain exams will also have pre-announced short-answer, essay and/or diagram questions as well. Each student is responsible on every exam for all material covered in class and reading assigned outside of class.

Students are responsible on every exam for all material covered in class and for all reading assigned outside of class. Missed exams will only be excused and allowed to be made up for university-excused absences or for extreme emergencies that justify missing the exam. What constitutes an extreme emergency is within the discretion of the instructor. Any excused exams must be scheduled for make up within two (2) days of the missed exam or the emergency has resolved itself, or students missing the exam will receive a point value of zero (0) for the missed exam. It is entirely the student’s responsibility to make arrangements with me to take the missed exam. If you have a conflict with another university event or a university excused absence, you must contact me well in advance of the examination. In case of an extreme emergency that prevents you from taking an exam, contact me before the scheduled examination if at all possible. If it is not possible to contact me before the exam, contact me as soon as possible after the emergency is resolved. Failure to do so may result in an examination grade of zero. Other than extreme and unexpected emergencies, there are no exemptions for the final examination and no changes in taking the final examination. Check the final exam time. If the final exam time is a problem, you need to drop this course. Possession of a cell phone or other electronic communication device during an exam will result in an examination grade of zero (0). Never take an exam or graded answer sheet out of the classroom. This will result in an automatic zero (0) on the exam. Unless otherwise instructed, you will need a Scantron Form 882 for the in-class exams. All Scantron Forms are available at the respective bookstores on or around the SFA campus.
Late arrivals: No one will be admitted to an exam after the first exam has been turned in. If you are not present at that point, you will receive a grade of zero (0) for that exam. No one will be permitted to re-enter the room once they leave for any reason (i.e. no leaving in the middle of the exam to go to the bathroom, etc.).

Case Briefs: (75 Total Points for written case briefs; 0-15 points for each verbal case brief). Syllabus Appendix A contains two parts: The first outlines general writing and formatting requirements. The second is a case assignments list containing assigned cases/problems from the textbook. The listed assignments are for individual students per the schedule. Each assigned student will brief the entire class on the facts and details of their assigned case. The assigned student will brief the class using the IRAC method. An assigned student who misses class during their assigned time or is unable to brief the class on their assigned case or problem will lose 10 points. Students who brief their case adequately will receive 5-10 participation points. Warning: Do not just read or paraphrase the case out of the book! I will evaluate you on your understanding of the case concepts as you brief the other students. Students who demonstrate excellence in their briefing will receive up to 15 points per case.

All assigned cases or chapter questions are to be reviewed by all students prior to class! Your readiness to discuss the case/problem (or lack thereof) will affect your participation points.

Within the same assignments list of Appendix A are five (5) highlighted cases. All students will prepare a written case brief for these highlighted assignments. For these written case briefs, you must prepare a written IRAC analysis of the case, which is due at the beginning of the class session in which the case will be covered. You case briefs must be turned in by submitting them into the applicable D2L DROPBOX prior to the beginning of the class. These must be type written and should not exceed 2-3 pages per case. Each written case has a 15-point total value. Missed assignments due to a university-excused absence must be made up within two (2) calendar days of the due date or the student will receive a point value of zero (0) points for the assignment. It is the student’s total responsibility to make up missed assignments.

Problems/Internet Assignments (80 Total points). Syllabus Appendix A also contains a list of assigned case problems or internet assignments. Each assignment has a separate amount of maximum allotted points. All students must complete these assignments in writing. If an assigned Chapter-end question also references a case, students must look up and read the case to better answer the question.

Points for case briefs and problem/internet assignments will be determined by (1) the totality of the work (i.e., all IRAC parts or questions or relevant material are covered) and (2) the substance of the analysis/response/report (i.e., evidence of thoughtfulness, analysis, and text material support). Conciseness, neatness, organization, spelling and grammar are important considerations in the point assessment.

International Business Case Study: (100 Total Points). I will provide students a case study with a number of detailed questions. This is a major writing assignment. Students will research the textbook and other reputable sources in order to answer the questions. Each of the questions must be answered in detail using the format and requirements noted in Syllabus Appendix B.

Bonus Assignments: At my discretion, I may provide bonus assignment opportunities. Bonus assignments are not mandatory.

Class Participation Bonus Points and Attendance Policy

A. This is a graduate level course. Class attendance is a vital part of the learning process in this course of study. I expect you to attend class, arrive on time, and participate in class discussions. I teach using a Socratic method of asking questions and actively discussing with students. I will use name tents or tags to call on students and assist in learning names. After the second class period, students will sit in the same seat in the classroom for this purpose unless the student attends by Zoom session.
B. Social Distancing. The room assigned for this class will only hold 14 students. Therefore, half of the class will attend in person one week and by Zoom the next week (alternating). This is NOT an online class. Students must attend the class at scheduled time, whether in person or by Zoom. I will provide more details about attendance schedules once we determine the final student count for the class.

C. Students are expected to diligently and timely attend and participate in all scheduled class sessions. It is an important part of the learning process in this course of study for colleagues to share knowledge and insight with colleagues. I will record attendance each class session. A student who is not present at the start of class or during the entire class, will be considered absent. More than two (2) unexcused absences will result in a 10% reduction in your total grade points for the course. Students who miss four or more classes will receive a failing grade. It is the student’s responsibility to make sure they are marked as present. If you are present at the start of a class but leave class early, you will be marked absent. This includes Zoom students.

D. Zoom Classroom. I highly encourage students to attend class in person if possible. However, this class is available if you wish to Zoom into the classroom. All rules apply to Zoom students, including the attendance and participation policies noted above. Zoom students must be logged in, signed into chat for attendance, and be present in the virtual classroom when the class starts. Zoom students must participate in class discussions. Zoom students must use cameras and must be dressed appropriately. There must not be any distractions in the vicinity of the Zoom student that would prevent direct discussion with the instructor and the class (external noise). Zoom students’ names are below each student’s screen so name tents for Zoom students are not required.

Reminder: THIS IS NOT AN ONLINE CLASS. While the class recording and transcript may be accessed following the class for student use, Zoom students not present at the time of the beginning of class will be counted absent except for university excused absences. NO EXCEPTIONS. Instructions on accessing the Zoom class will be posted on D2L. You may also find them at https://www.sfactl.com/instructionaltoolsitems/zoom. We will further discuss Zoom procedures during our first class period.

E. I will also award you up to thirty (30) additional bonus points based on my assessment of your overall participation – your preparedness and the relevance of questions/comments/responses during the semester. Bonus points start at zero and go up.

F. I will award students with zero absences an additional ten (10) bonus points on top of their individual participation bonus. Students with one (1) absence will receive five (5) bonus points. As stated above, students with excessive class absences (3 or more) will receive a deduction of 10% of their final earned grade points. For example, if a student earns a total of 492 points in the class, then the students final grade would be reduced by 49.2 points (10% x 492), and the students final point total would be 492 – 49.2 = 442.8.

Cell Phone Usage – IMPORTANT! - Cell phones, computers, or any other type of electronic communication device are not allowed to be used in the classroom unless the instructor expressly allows otherwise. The same rules apply to Zoom students. Any area that a Zoom student can see during class is considered their classroom. If you use a cell phone, computer (other than to observe and participate by Zoom), or other electronic device rather than participate in class, you may be instructed the leave the classroom and/or considered absent. You will also lose five (5) grade points for each violation. Three (3) violations will result in course failure.

Course Evaluation Bonus Points: I will award five (5) additional participation points for completing the online course/instructor evaluation at the end of the semester.
Grading Policy: Grades will be determined on the following scale.

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<tr>
<th>Component</th>
<th>Points</th>
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<tbody>
<tr>
<td>Examinations</td>
<td>400</td>
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<tr>
<td>Case Briefs/Problems</td>
<td>155</td>
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<tr>
<td>Case Study</td>
<td>100</td>
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<td>Total possible grade points</td>
<td>655</td>
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<table>
<thead>
<tr>
<th>Component</th>
<th>Points</th>
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</thead>
<tbody>
<tr>
<td>Participation</td>
<td>30</td>
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<tr>
<td>Attendance</td>
<td>10</td>
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<tr>
<td>Course Evaluation</td>
<td>5</td>
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<td>Total possible bonus points</td>
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<td>Total possible points</td>
<td>70</td>
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Grading Example

Scale:
- 90-100% = A
- 80-89% = B
- 70-79% = C
- 60-69% = D
- Below 60% = F

Total Grade Points = 515

\[
\frac{515}{655} = 78\% = C \text{ Letter Grade}
\]

But consider: 525 + 45 bonus points (class participation, attendance, and course evaluation) = 570/655 = 87% = B Letter Grade

Also consider: Suppose you earn an assignments and participation/course evaluation point total of 556 points (= B grade), but miss class 3 times. The absences cost you a 10% point deduction, resulting in a C Letter grade (556 x .90 = 500.4; 500.4/655 = 76% = C Grade).

Make sure you attend class and participate!

Other Relevant Information:

Masks (cloth face coverings) must be worn over the nose and mouth at all times in this class and appropriate physical distancing must be observed. Students not wearing a mask and/or not observing appropriate physical distancing will be asked to leave the class. All incidents of not wearing a mask and/or not observing appropriate physical distancing will be reported to the Office of Student Rights and Responsibilities. Students who are reported for multiple infractions of not wearing a mask and/or not observing appropriate physical distancing may be subject to disciplinary actions.

Food, drink (other than water), and tobacco products are prohibited in the classroom. Cell phones, computers, or any other type of electronic communication device are not allowed on in the classroom unless the instructor expressly allows otherwise. All such devices must be turned off and put away during class.

Medical and Other Serious Problems: Please take time and make the effort to advise me if you have difficulties which require my attention to properly evaluate your classroom participation and activities.
Late Instructor - Every effort is made by me to be in the classroom when the class is scheduled to begin. Students will be advised ahead of time if class is delayed or is not going to be held (and this would be extremely rare). Students are expected to wait 15 minutes for the instructor before leaving the class for failure to appear at the beginning of the scheduled time for class.

General Student Policies:
Academic Integrity (University Policy 4.1)
Abiding by university policy on academic integrity is a responsibility of all university faculty and students.

Definition of Academic Dishonesty
Academic dishonesty includes both cheating and plagiarism. Cheating includes, but is not limited to (1) using or attempting to use unauthorized materials on any assignment or exam; (2) falsifying or inventing of any information, including citations, on an assigned exercise; and/or (3) helping or attempting to help another in an act of cheating or plagiarism. Plagiarism is presenting the words or ideas of another person as if they were one’s own. Examples of plagiarism include, but are not limited to (1) submitting an assignment as if it were one’s own work when is at least partly the work of another person; (2) submitting a work that has been purchased or otherwise obtained from the Internet or another source; and/or (3) incorporating the words or ideas of an author into one’s paper without giving the author credit. Penalties may include, but are not limited to reprimand, no credit for the assignment or exam, re-submission of the work, make-up exam, failure of the course, or expulsion from the university. Please read the complete policy at http://www.sfasu.edu/policies/student_academic_dishonesty.pdf

Course Grades (University Policy 5.5)
At the discretion of the instructor of record and with the approval of the academic unit head, a grade of WH will be assigned only if the student cannot complete the course work because of unavoidable circumstances. Students must complete the work within one calendar year from the end of the semester in which they receive a WH, or the grade automatically becomes an F, except as allowed through policy related to active military service. If students register for the same course in future semesters, the WH will automatically become an F and will be counted as a repeated course for the purpose of computing the grade point average. Please refer to the complete policy at http://www.sfasu.edu/policies/course-grades.pdf.

Students with Disabilities
To obtain disability related accommodations, alternate formats and/or auxiliary aids, students with disabilities must contact the Office of Disability Services (ODS), Room 325 in the Human Services Building, 468-3004/468-1004 (TDD) as early as possible in the semester. Once verified, ODS will notify the course instructor and outline the accommodation and/or auxiliary aids to be provided. Failure to request services in a timely manner may delay your accommodations. For additional information, go to http://www.sfasu.edu/disabilityservices/.

Student Conduct (University Policy 10.4)
Classroom behavior should not interfere with the instructor’s ability to conduct the class or the ability of other students to learn from the instructional program (see the full Student Conduct Code at http://www.sfasu.edu/policies/student-conduct-code.pdf.) Unacceptable or disruptive behavior will not be tolerated. Students who disrupt the learning environment may be asked to leave class and may be subject to judicial, academic, or other penalties. This prohibition applies to all instructional forums, including electronic, classroom, labs, discussion groups, field trips, etc. The instructor shall have full discretion over what behavior is appropriate/ inappropriate in the classroom. Students who do not attend class regularly or who perform poorly on class projects/exams may be referred to the iCare Early Alert Program. This program provides students with recommendations for resources or other assistance that is available to help SFA students succeed.
“It is not the critic who counts, not the man who points out where the strong stumbled, or how the doer could have done better. The credit belongs to the man who is in the arena, his face marred by dust and sweat and blood, who strives valiantly, who errs and falls short again and again: there is no effort without error. But he who tries, who knows the great enthusiasms, the great devotions, who spends himself in a worthy cause, at best knows the triumph of achievement, and at worst, fails while daring. His place shall never be with those cold and timid souls who know neither victory nor defeat.”

--Theodore Roosevelt

“Laziness means more work in the long run”

--C.S. Lewis

STEPHEN F. AUSTIN STATE UNIVERSITY
TRADITION – SCHOLARSHIP – INDEPENDENT THINKING

BLW 547-720 TRANSNATIONAL BUSINESS LAW

Fall 2020  CLASS SCHEDULE (TENTATIVE)

Aug. 27  Thurs.  Introduction-Instructor and Course/Syllabus
        Chapter 1  Introduction to International Business

Sept. 3  Thurs.  Chapter 2  International Law and the World's Legal Systems
         p. 54 #8 Exercise Due

Sept. 10 Thurs.  Chapter 3  Resolving International Commercial Disputes
         Fallhowe v. Hilton Case Analysis due

Sept. 17 Thurs.  Exam No. 1  Chapters 1-3
         Chapter 4  Formation/Performance of Contracts for the Sale of Goods

Sept. 24 Thurs.  Exam review
         Chapter 4  Formation/Performance of Contracts for the Sale of Goods
         Acme Widgets Exercise Due
         Chapter 5  The Documentary Sale and Terms of Trade

Oct. 1  Thurs.  Chapter 5  The Documentary Sale and Terms of Trade
         Cedar Petrochemicals v. Dongbu Case Analysis Due

Oct. 8  Thurs.  Chapter 6  Legal Issues in International Transportation
         p. 176 #5 Exercise Due
         Chapter 7  Bank Collections, Trade Finance, and Letters of Credit

Oct. 15 Thurs.  Chapter 7  Bank Collections, Trade Finance, and Letters of Credit
         Deutsche Bank Exercise Due
         Handouts  International Ethics & The Foreign Corrupt Practices Act
<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
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<th>Chapters/Sections</th>
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<tbody>
<tr>
<td>Oct. 22</td>
<td>Thurs.</td>
<td><strong>Exam No. 2</strong></td>
<td>Chapters 4-7</td>
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<td>Handouts</td>
<td>International Ethics &amp; FCPA</td>
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<td>Chapter 8</td>
<td>National Lawmaking Powers</td>
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<td>&amp; Regulation of U.S. Trade</td>
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<td>Oct. 29</td>
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<td>Chapter 8</td>
<td>National Lawmaking Powers</td>
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<td><strong>Japan Line Case Analysis Due</strong></td>
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<td>Chapter 9</td>
<td>The World Trade Organization:</td>
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<td>Basic Legal Principles</td>
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<td><strong>EC-Regime for Import of Bananas Case Analysis Due</strong></td>
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<td>Nov. 5</td>
<td>Thurs.</td>
<td>Chapter 10</td>
<td>Laws Governing Access to Foreign Markets</td>
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<td><strong>Chap. 10 #5 Exercise Due</strong></td>
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<td>Thurs.</td>
<td><strong>Exam No. 3</strong></td>
<td>Chapters 8-10</td>
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<td>Chapter 12</td>
<td>Imports, Customs, and Tariff Law</td>
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<tr>
<td>Nov. 19</td>
<td>Thurs.</td>
<td>Chapter 12</td>
<td>Imports, Customs, and Tariff Law</td>
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<td><strong>Ferrostall Metals Case Analysis Due</strong></td>
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<td>Chapter 14</td>
<td>North American Free Trade Law</td>
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<td>Nov. 22</td>
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<td><strong>Case Study Due</strong></td>
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<td>Nov. 21-28</td>
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<td><strong>Thanksgiving Break</strong></td>
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<td>Dec. 3</td>
<td>Thurs.</td>
<td>Chapter 14</td>
<td>North American Free Trade Law</td>
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<td>p. 395 #9 Exercise Due</td>
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<td>Dec. 8</td>
<td>Thurs.</td>
<td><strong>Exam No. 4 - Final Exam</strong></td>
<td>(Int’l Ethics &amp; FCPA; Chapters 12, 14)</td>
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