SYLLABUS AND GENERAL INFORMATION

THE INTERNATIONAL LEGAL ENVIRONMENT OF BUSINESS - BLW 437-001
Spring 2020
Tuesday, Thursday 11:00 p.m. – 12:15 p.m.
McGee Business Bldg., Rm. 167

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

<table>
<thead>
<tr>
<th></th>
<th>Office Hours</th>
<th>Class Hours</th>
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</thead>
<tbody>
<tr>
<td>Monday</td>
<td>4:00 p.m. – 5:00 p.m.</td>
<td>11:00 a.m. – 12:15 p.m.</td>
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<td>Tuesday</td>
<td>1:30 p.m. – 5:00 p.m.</td>
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<tr>
<td>Wednesday</td>
<td>9:30 a.m. – 11:30 a.m.</td>
<td>11:00 a.m. – 12:15 p.m.</td>
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<td>Thursday</td>
<td>1:30 p.m. – 5:00 p.m.</td>
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<td>Friday</td>
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Other Times: Walk in or by Appointment

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

Class meeting time and place: Monday, Wednesday 1:00 p.m. – 2:15 p.m., McGee Business Bldg. (BUSI) 167 and https://d2l.sfasu.edu/.

Course Description: An examination of the transactional and legal aspects of doing business abroad with emphasis on international law and commercial dispute resolution, rules and practice in the areas of international sales and commercial transactions, and international and U.S. trade law. Topical matters include the legal and ethical environment of international business, dispute resolution mechanisms, international contracting, exporting and importing, documentary transactions, trade finance and regulation, with a view to 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.
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 differences between sales of goods and sales of services, and know how service contracts are regulated internationally.

Course Outline: This is a general outline of material expected 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 to students during class. Refer to the Syllabus 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. 11-14 | 100 points |
| V. | Int’l Contract Assignment | 150 points |
| VI. | Cases Briefs/Chapter Problems/Internet Exercises | 75 points |

Total Points 625 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 true-false and 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 readings assigned outside of class.

Students are responsible on every exam for all material covered in class and also for all reading assigned outside of class. All examinations are considered to be a major part of the course work upon which a large part of your grade depends. 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.).

**Cases Briefs/Chapter Problems:** (75 Total Points). Appendix A contains assigned cases/readings and chapter problems from the textbook. All assignments are to be reviewed and prepared for discussion.

**a. Highlighted Assignments** - Within the Appendix 1 assignments matrix, there are five (5) highlighted assignments. These are written assignments (either case briefs or chapter-end questions) that all students must complete. For assignments that are cases, students must prepare a written IRAC analysis for the case, as well as answer questions asked about the case. These written assignments are due at the beginning of the class session for the respective text chapter. Case briefs must be turned in by submitting them into the applicable D2L DROPBOX prior to the beginning of the class. They must be type-written and need not exceed two pages. Each written assignment 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.

**Grade Points** for written case analyses and case problem 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.

**b. Non-highlighted Assignments** – In addition to written case and problem assignments, assigned students will be called upon to discuss the non-highlighted assigned cases and chapter problems during class! The names of the students that will brief the case to the class will be predetermined prior to class and will be posted on D2L. A student’s readiness or lack thereof will greatly affect that student’s participation points (see below).

**c. It is the student’s responsibility to know how to use the Dropbox submission process properly.** If you fail to properly submit your assignment through Dropbox before the time and date it is due, you will receive a 0 on that assignment. **There is no exception to this policy – I do not accept late work.** The only way I will accept a paper that is not in the Dropbox folder by the time it is closed is if you provide me with proof that you submitted the assignment and the only reason I have not received it was a technical problem outside of your control. Proof must be either the Dropbox confirmation email that proves you submitted the paper, or some type of screenshot of your computer screen showing you submitted the file properly and on time. **Bottom line:** Submit your assignments early!–sufficiently in advance of the time it is due such that if the Dropbox is not working, you can send me an email before the time the assignment is due with the assignment attached to the email, letting me know that you tried to submit the paper via the Dropbox but it was not working properly.

**Negotiated Contract Assignment:** (150 Points). You will be split into teams of approximately three-persons each. Each team will receive general negotiating instructions and specific role instructions as either the buyer or seller of a particular product. The teams will be given instructions on the scenario and requirements for the buying or selling of some amount of the product. Two teams will be paired, and the paired teams will negotiate with each other the terms of agreement of the contract. The contract will be written and must contain all sections and provisions contained in the instructions in Appendix 2. You MUST follow the requirements in Appendix B of the Syllabus. A draft of each contract will be due in the
D2L dropbox by the date noted in the syllabus. Teams not turning in a draft or turning a draft that reflects poor effort will be penalized according to the syllabus. The final contract will be due in the appropriate dropbox at the date noted in the syllabus. Each team must also turn in two 1-page summary assignments per the instructions in Appendix B.

a. For this assignment, each student (not team) MUST also complete a peer review form (in the Contents page of D2L) for each of the teammates on their respective team. Bonus points will be given if detailed comments are given. Points will be subtracted if you do not submit useful comments. NOTE: You will be individually penalized 50% of your grade if you do not turn in the peer review. Late peer reviews WILL NOT be accepted. Do not forget to turn them in!

**Class Attendance Policy and Bonus Points**

A. **Attendance** – Class attendance is a vital part of the learning process in this course of study. All students are expected 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 so your attendance is critical to your success in this course. Attendance will be recorded for each class by having students sign an attendance sheet prior to class. Students who are late to class will have participation points deducted.

1. **IMPORTANT! It is the student’s responsibility to sign the attendance sheet to verify attendance.** I will track absences and tardiness daily. If you sign in but leave class early, you will be marked absent. If you are late you will be penalized two points for each instance. Be in class on time!

2. **Do not sign-in for someone who is absent.** I will be checking the signatures on the sign-in sheets for irregularities. If I determine that you have been having someone else sign-in for you, I will consider this to be academic dishonesty and will take appropriate measures under the SFA academic dishonesty policy, up to and including failing you in the course.

3. **Poor Attendance Penalty - WARNING:** Students with four or more class absences will receive a deduction of 10% of their total final earned grade points. For example, if a student earns a total of 492 grade 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. **NOTE:** Students with more than six absences will automatically receive a failing grade (F) for this course!

4. **BONUS! I reward excellent attendance.** Students with zero or one (1) absence will be awarded an additional ten (10) bonus points on top of their participation bonus.

B. **Name Tents and Seating Chart** - Students will use name tents, which the instructor will use to call on students and assist with everyone learning names. A photograph seating chart will also be created. After the second class period, students will sit in the same seat in the classroom for this purpose.

C. **Participation Bonus Points** – I highly value and reward student participation. Students are expected to diligently participate in all scheduled class sessions as it is an important part of the learning process in this course of study for colleagues to share knowledge and insight with other colleagues. I will award up to **forty (40) bonus points** based on my assessment of each student’s overall participation – timely class attendance, use of name tents, preparedness to answer questions by the instructor, and relevance of questions/comments/responses all weigh in to the participation score. Participation points are a bonus in addition to a student’s grade points.
D. Optional Bonus Points - During the semester, students may also be given the opportunity to earn additional bonus points by voluntarily completing written assignments provided by the instructor. This is at the discretion of the instructor.

E. 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.

**Cell Phone and Electronics Usage – IMPORTANT!** - Cell phones, computers, or any other type of electronic communication device are NOT allowed to be viewed in the classroom. All such devices are to be put away during class. Any student attempting to use a cell phone, computer, or other electronic device is not participating in class and will have five (5) bonus points automatically deducted for each violation. Three violations of this policy will result in course failure.

**Course Evaluation Bonus Points:** Students will be awarded 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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<thead>
<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>75</td>
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<tr>
<td>International Contract</td>
<td>100</td>
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<tr>
<td><strong>Total possible grade points</strong></td>
<td><strong>575</strong></td>
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<tr>
<td>Participation</td>
<td>40</td>
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<tr>
<td>Attendance</td>
<td>5</td>
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<tr>
<td>Course Evaluation</td>
<td>5</td>
</tr>
<tr>
<td><strong>Total possible bonus points</strong></td>
<td><strong>50</strong></td>
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<tr>
<td><strong>Total possible points</strong></td>
<td>575 + 50 = 625 points</td>
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**Grading Example**

Scale: 

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

Exams = 315 points  
Case Briefs/Problems = 48 points  
International Contract = 80

443/575 = .77 or 77% = C Letter Grade

But consider: 443 + 25 bonus points (class participation, attendance, and course evaluation) = 468/575 = .813 or 81% = B Letter Grade

Also consider: Suppose you earn an assignments and participation/course evaluation point total of 498 points (.86.6 = 87% = B grade), but miss class four (4) times. The absences cost you a 10% point deduction, resulting in a C Letter grade (498 x .90 = 448.2; 448/575 = 78% = C Grade). **Make sure you attend class and participate!**

**Other Relevant Information:**

Food, drink, 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. If the instructor so directs, 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](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](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/](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](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.

In The Arena

“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 errrs 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

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

BLW 437-001 THE INTERNATIONAL LEGAL ENVIRONMENT OF BUSINESS

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<tr>
<th>Spring 2020</th>
<th>CLASS SCHEDULE (TENTATIVE)</th>
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<tr>
<td>Jan. 16</td>
<td>Thurs. Introduction-Instructor and Course/Syllabus</td>
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<tr>
<td></td>
<td>Research and Writing Techniques handouts</td>
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<tr>
<td></td>
<td>Chapter 1 Introduction to International Business</td>
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<tr>
<td>Jan. 21</td>
<td>Tues. Chapter 1 Introduction to International Business</td>
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<tr>
<td>Jan. 23</td>
<td>Thurs. Chapter 2 International Law and the World's Legal Systems</td>
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<td>Jan. 28</td>
<td>Tues. Chapter 2 International Law and the World's Legal Systems</td>
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<td>International Business Ethics Review</td>
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<td>Jan. 30</td>
<td>Thurs. Chapter 3 Resolving International Commercial Disputes</td>
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<td>Feb. 4</td>
<td>Tues. Chapter 3 Resolving International Commercial Disputes</td>
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<td>Lecture Contract Law Basics</td>
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<td>Feb. 6</td>
<td>Thurs. Chapter 4 Formation/Performance of Contracts for the Sale of Goods</td>
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<td>Feb. 11</td>
<td>Tues. Exam No. 1 Chapters Nos. 1,2,3</td>
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<td>Chapter 4 Solea Case Analysis Due</td>
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<td>Feb. 13</td>
<td>Thurs. Chapter 4 Formation/Performance of Contracts for the Sale of Goods</td>
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<td>Feb. 18</td>
<td>Tues. Chapter 5 The Documentary Sale and Terms of Trade</td>
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<tr>
<td>Feb. 20</td>
<td>Thurs. Chapter 5 The Documentary Sale and Terms of Trade</td>
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<tr>
<td>Feb. 25</td>
<td>Tues. Chapter 6 Legal Issues in International Transportation</td>
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<tr>
<td>Feb. 27</td>
<td>Thurs. Chapter 6 #6 Case Analysis Due</td>
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<td>Legal Issues in International Transportation</td>
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Mar. 3  Tue.  Chapter 7  Bank Collections, Trade Finance, and Letters of Credit
Mar. 5  Thurs.  Chapter 7  International Contract Negotiations Assignment
March 9-13  Spring Break
Mar. 17  Tues.  Bank Collections, Trade Finance, and Letters of Credit
Mar. 19  Thurs.  Exam No. 2  Chapters Nos. 4,5,6,7
Mar. 24  Tues.  Chapter 8  National Lawmaking Powers & the Regulation of US Trade
Mar. 26  Thurs.  Chapter 8  Japan Line Case Analysis Due
Chapter 8  National Lawmaking Powers & the Regulation of US Trade
Chapter 9  The World Trade Organization: Basic Legal Principles
Mar. 31  Tues.  Chapter 9  The World Trade Organization: Basic Legal Principles
Apr. 2  Thurs.  Chapter 10  Laws Governing Access to Foreign Market
Apr. 7  Tues.  Chapter 10  Laws Governing Access to Foreign Markets
        Int’l Contract Negotiations
Apr. 9 - 12  Easter Break
Apr. 14  Tues.  Exam No. 3  Chapters 8,9,10
Apr. 16  Thurs.  Chapter 11  Regulating Import Competition and Unfair Trade
Apr. 19  Sun.  Deadline for submitting draft contract for review
        20-point penalty if not turned in
Apr. 21  Tues.  Chapter 11  Pasquera Mares v. U.S. (Chilean Salmon) Due
        Chapter 11  Regulating Import Competition and Unfair Trade
        Chapter 12  Imports, Customs, and Tariff Law
Apr. 23  Thurs.  Chapter 12  Imports, Customs, and Tariff Law
Apr. 28  Tues.  Chapter 12  Imports, Customs, and Tariff Law
        Chapter 13  U.S. v. Mandel Case Analysis Due
        Chapter 13  Export Controls and Sanctions
Apr. 30  Thurs.  Chapter 13  Export Controls and Sanctions
        International Contract Assignment Due – 6 p.m.
        Peer Reviews Due – 6 p.m.
May 5  Tues.  Exam No. 4  Final Exam, Chapters 11-13 (10:30-12:30)