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: 

<table>
<thead>
<tr>
<th>Day</th>
<th>Office Hours</th>
<th>Class Hours</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>4:00 p.m. – 5:00 p.m.</td>
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</table>
| Tuesday  | 1:00 p.m. – 2:00 p.m.  
3:30 p.m. – 5:00 p.m. | 6:45 p.m. – 9:15 p.m. |
| Wednesday| 9:30 a.m. – 11:30 a.m.  
4:00 p.m. – 5:00 p.m. |                   |
| Thursday | 1:00 p.m. – 2:00 p.m.  
3:30 p.m. – 5:00 p.m. |                   |

Other Times: By Appointment

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

Class meeting time and place: Tuesday, Thursday 6:45-9:15 p.m. McGee Business Bldg. (BUSI) 121 and https://d2l.sfasu.edu/.

Course Description: An examination of the business concepts and related legal aspects of doing business abroad with emphasis on rules and practice in the areas of exporting, importing, trade law, licensing, and foreign direct investment. 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 environment.

Text:  
(1) Schaffer, Agusti, Dhooge, INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT 10e (Cengage Learning)  

(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 the strategies and principles of international contract law.
9. Know the different methods of payment utilized in international sales of goods transactions.
10. Understand strategies for choosing international transportation of goods methods, bills of lading and other negotiable documents, carrier liability, and insurance.
11. Understand different methods of international trade finance, including letters of credit.

**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.

<table>
<thead>
<tr>
<th>I.</th>
<th>Exam No.1 Chs. 1-3</th>
<th>100 points</th>
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<tr>
<td>II.</td>
<td>Exam No.2 Chs. 4-7</td>
<td>100 points</td>
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<tr>
<td>III.</td>
<td>Exam No.3 Chs. 8-10</td>
<td>100 points</td>
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<tr>
<td>IV.</td>
<td>Exam No.4 Chs. 12, 14, Ethics/FCPA</td>
<td>100 points</td>
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<tr>
<td>V.</td>
<td>Cases Briefs</td>
<td>75 points</td>
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<tr>
<td>VI.</td>
<td>Chapter Problems/Internet Exercises</td>
<td>80 points</td>
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<tr>
<td>VII.</td>
<td>International business case study</td>
<td>150 points</td>
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</table>

**Total Points** 705 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; 0-10 points for each verbal case brief).

**Syllabus Appendix A** contains two parts: The Part 1 outlines general writing and formatting requirements. Part 2 is an assignments list containing assigned cases/problems from the textbook. The listed assignments are for individual students per the schedule. For cases, 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 10 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 need 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, Part 2** also contains a list of assigned 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 the case on the internet and read it 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:** (150 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.** It is imperative that you begin your case study assignment early in the semester.

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

**Class Participation Attendance Policy and Bonus Points**

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. 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.

C. In-Person Classroom. This is an in-person class unless you are geo-distant. If you are geo-distant, you may attend by Zoom. 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.

D. 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.

E. 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 (more than 2) 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 student’s 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 to 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:
Examinations = 400
Case Briefs/Problems = 155
Case Study = 150

Total possible grade points = 705

Participation = 30
Attendance = 10
Course Evaluation = \( \frac{5}{10} \)

Total possible bonus points = 45

Total possible points = 705 + 45 = 750 points

**Grading Example**

<table>
<thead>
<tr>
<th>Scale</th>
<th>Exams</th>
<th>Case Briefs/Problems</th>
<th>Case Study</th>
<th>Total Grade Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>90-100% = A</td>
<td>= 315 points</td>
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<tr>
<td>80-89% = B</td>
<td>= 115 points</td>
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<tr>
<td>70-79% = C</td>
<td>= 85 points</td>
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<tr>
<td>60-69% = D</td>
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<tr>
<td>Below 60% = F</td>
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<td>= 515</td>
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</table>

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

But consider: 515 + 45 bonus points (class participation, attendance, and course evaluation) 
\[ \frac{570}{655} = 87\% = \text{B Letter Grade} \]

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 \((556 \times .90 = 500.4; 500.4/655 = 76\% = \text{C Grade})\).

Make sure you attend class and participate!

**Other Relevant Information:**

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.

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**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 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
# BLW 547-721 TRANSNATIONAL BUSINESS LAW

## Fall 2021  
### CLASS SCHEDULE (TENTATIVE)

<table>
<thead>
<tr>
<th>Date</th>
<th>Day</th>
<th>Topic</th>
<th>Assignments</th>
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</thead>
<tbody>
<tr>
<td>Aug. 24</td>
<td>Tues.</td>
<td>Introduction-Instructor and Course/Syllabus</td>
<td>Chapter 1 Introduction to International Business</td>
</tr>
<tr>
<td>Aug. 31</td>
<td>Tues.</td>
<td>Chapter 2 International Law and the World's Legal Systems</td>
<td>p. 54 #8 Exercise Due</td>
</tr>
<tr>
<td>Sept. 7</td>
<td>Tues.</td>
<td>Chapter 3 Resolving International Commercial Disputes</td>
<td>Fallhowe v. Hilton Case Analysis due</td>
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<tr>
<td>Sept. 14</td>
<td>Tues.</td>
<td><strong>Exam No. 1</strong> Chapters 1-3</td>
<td>Chapters 1-3</td>
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<td>Chapter 4 Formation/Performance of Contracts for the Sale of Goods</td>
<td>Formation/Performance of Contracts for the Sale of Goods</td>
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<td><strong>Acme Widgets Exercise Due</strong></td>
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<td></td>
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<td>Chapter 5 The Documentary Sale and Terms of Trade</td>
<td>The Documentary Sale and Terms of Trade</td>
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<tr>
<td>Sept. 25</td>
<td>Sat.</td>
<td>Chapter 4 <strong>BONUS: Hanwa v. Cedar Case Analysis Due</strong></td>
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</tr>
<tr>
<td>Sept. 28</td>
<td>Tues.</td>
<td>Chapter 5 The Documentary Sale and Terms of Trade</td>
<td>Cedar Petrochemicals v. Dongbu Case Analysis Due</td>
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<td>Chapter 6 Legal Issues in International Transportation</td>
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<tr>
<td>Oct. 5</td>
<td>Tues.</td>
<td>Chapter 6 Legal Issues in International Transportation</td>
<td>p. 176 #5 (Air Law) Exercise Due</td>
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<td>Chapter 7 Bank Collections, Trade Finance, and Letters of Credit</td>
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<tr>
<td>Oct. 12</td>
<td>Tues.</td>
<td>Chapter 7 Bank Collections, Trade Finance, and Letters of Credit</td>
<td>Deutche Bank Exercise Due</td>
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<td>Handouts International Ethics &amp; The Foreign Corrupt Practices Act</td>
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<td>Oct. 16</td>
<td>Sat.</td>
<td>**BONUS: Case of Queen Anne’s Revenge, Ethical Considerations p. 177</td>
<td></td>
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<td>Oct. 19</td>
<td>Tues.</td>
<td><strong>Exam No. 2</strong> Chapters 4-7</td>
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<tr>
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<td></td>
<td>Handouts International Ethics &amp; The Foreign Corrupt Practices Act</td>
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<tr>
<td>Oct. 24</td>
<td>Sun.</td>
<td><strong>Draft Case Study Due – 20 pt. penalty if not turned in</strong></td>
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<tr>
<td>Oct. 26</td>
<td>Tues.</td>
<td>Chapter 8 National Lawmaking Powers &amp; Regulation of U.S. Trade</td>
<td>Japan Line Case Analysis Due</td>
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<td>Chapter 9 The World Trade Organization: Basic Legal Principles</td>
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Nov. 2  Tues.  Chapter 10  Laws Governing Access to Foreign Markets
    EC-Regime for Import of Bananas Case Analysis Due

Nov. 9  Tues.  Chapter 10  Laws Governing Access to Foreign Markets
    Chap. 10 #5 NTERR Exercise Due
    Chapter 12  Imports, Customs, and Tariff Law

Nov. 16  Tues.  Exam No. 3  Chapters 8-10
    Chapter 12  Imports, Customs, and Tariff Law
    Chapter 14  North American Free Trade Law

Nov. 18  Thurs.  Chapter 12  P. 338, #1 Classification Exercise Due

Nov. 23 - 26  Thanksgiving Break

Nov. 28  Sun.  Case Study Due

Nov. 30  Tues.  Chapter 14  North American Free Trade Law
    Chapter 15  The European Union
    p. 395 #9 Exercise Due

Dec. 7  Tues.  Exam No. 4 - Final Exam (Int’l Ethics & FCPA; Chapters 12, 14-15)