

School of Accounting and Commercial Law

COML 306 LAW OF INTERNATIONAL BUSINESS

Trimester 1, 2016

COURSE OUTLINE

Prescription

This course examines the law and practice affecting international business, including New Zealand's multilateral trading relationships, the law affecting international commercial transactions including international sales, methods of doing business abroad and the international protection of intellectual property rights.

Course Learning Objectives

By the end of this course, students should be able to:

- (1) Explain the basic structure and rules of key selected international agreements, and discuss how they may be used to advance the interests of exporters and importers of goods and services, especially in New Zealand, Australia, and other countries in the Asia-Pacific;
- (2) Explain the implications of the law on international sales, including how individual transactions are linked to achieve a commercial objective;
- (3) Apply international business law to individual fact situations
- (4) Describe and critique the process of international business law making and explain its impact on exporters and importers of goods and services.

Course Content

This paper introduces students to the law and institutions governing international business. It explores major principles, concepts, and rules governing the regulation of international trade in goods and services and how national and international trade law is integrated. It shows how the rules in multilateral and regional trade agreements increasingly affect New Zealand exporters, importers and producers of goods and services. It also looks at the law pertaining to individual business to business transactions.

Trimester Dates

Teaching Period: Monday 29th February – Friday 3rd June

Study Period: Monday 6th June – Thursday 9th June

Examination Period: Friday 10th June – Wednesday 29th June (inclusive)

Withdrawal from Course

1. Your fees will be refunded if you withdraw from this course on or before Friday 11th March 2016.
2. The standard last date for withdrawal from this course is Friday 13th May 2016. After this date, students forced to withdraw by circumstances beyond their control must apply for permission on an 'Application for Associate Dean's Permission to Withdraw Late' including supporting documentation. The application form is available from either of the Faculty's Student Customer Service Desks or [online](#).

Names and Contact Details

<i>Course Coordinator & Lecturer</i>	Amanda Reilly amanda.reilly@vuw.ac.nz Office Hours: TBA	RH 723	463 6958
<i>Lecturer</i>	Jonathan Barrett Jonathan.barrett@vuw.ac.nz Office Hours: TBA	RH 701	463 5724
<i>Course Administrator</i>	Lee Vassiliadis lee.vassiliadis@vuw.ac.nz Office hours: Monday-Friday, 8.30am-5pm (Note: Office closed 10.30am-10.45am and 3.30pm-3.45pm)	RH 708	463 5383

Class Times and Room Numbers

Wednesday 9.30-10.20 RHLT 2, and Friday 9.30-10.20 RHLT 2

Tutorials will be held in weeks 6, 9, 11, 13

Course Delivery

Lectures are an important delivery mechanism for material in this course but it is expected that students will complement these with careful reading of the required readings. Exercises and questions for reflection and discussion presented during lectures are designed to assist the learning process and students are expected to fully engage with these. Powerpoint slides utilised during lectures will be posted on Blackboard however they are likely to be brief and are not a substitute for attendance at lectures.

Tutorials are not compulsory but they are recommended as they are specifically focused on assisting student in preparation for assessment. Students who do attend tutorials are expected to participate fully in them.

	Date	Lecturer	Topics (may be subject to variation)
Week 1	2 March 4 March		Introduction and Key Themes Sources of Private International Law Introduction to Conflicts of Law
Week 2	9 March 11 March		Convention of International Sale of Goods (CISG) CISG
Week 3	16 March 18 March		CISG CISG
Week 4	23 March 24 March		Incoterms No lecture
Easter Break	24-30 March (inclusive)		
Week 5	1 April		Incoterms
Week 6 Tutorial One	6 April 8 April		Transportation of Goods
Week 7	13 April 15 April		Documentary Sales Dispute Resolution
Week 8 Assignment due Friday 22 April	20 April 22 April		The concept of free trade and the World Trade Organization (WTO)
Mid-Trimester Break	25-29 April (inclusive)		

Week 9 Tutorial Two	4 May		Domestic rules affecting free trade
	6 May		International treaties Free trade agreements (FTAs)
Week 10	11 May		WTO and Trade-Related Aspects of Intellectual Property Rights
	13 May		Critical approaches to FTAs
Week 11 Tutorial Three	18 May		Intellectual property – cross-border issues for businesses
	20 May		Financing international trade
Week 12 Assignment due Monday 23 May	25 May		Selling overseas – no physical presence in the territory
	27 May		Selling overseas – physical presence in the territory
Week 13 Tutorial Four	1 June		Foreign direct investment – identifying and managing risks
	3 June		Course review

Readings

The prescribed text book for this course is Robin Burnett and Vivienne Bath, Law of International Business in Australasia, the Federation Press, NSW, 2009. Copies are available at VicBooks and on closed reserve at the Commerce Library. Further readings will be made available on Blackboard.

Mandatory Course Requirements

In addition to obtaining an overall course mark of 50 or better, students must submit both assignments unless exemption from these requirements has been obtained from the course co-ordinator which will only be granted in exceptional circumstances.

If you cannot complete an assignment or sit a test or examination, refer to www.victoria.ac.nz/home/study/exams-and-assessments/aegrotat

Expected Workload

For 300-level 15 points trimester courses an average student should expect to spend 10 hours per week. This includes attendance at lectures and tutorials as well as preparation, reading and writing.

Assessment

The Assessment Handbook will apply to all VUW courses: see <http://www.victoria.ac.nz/documents/policy/staff-policy/assessment-handbook.pdf>.

First Assignment (25%) is to be handed in on Friday 22 April 2pm (word limit 1500 words)
This assignment will be a problem question which will require students to apply international business law to a fact situation. (Learning Objective 3)

Second Assignment 25% to be handed in on Monday 23 May 2pm (word limit 1500 words)
This assignment will require students to explain the rules of free trade agreements and to critically analyse them. (Learning Objective 1,4)

Exam 50% (open book) Date TBA (2 hours)

The Exam will consist of a mix of problem and essay type questions which will require students to demonstrate their mastery of Learning Objectives 1, 2, 3, 4.

Note: assignments are to be placed in boxes labelled “COML 306 on the first floor of the Railway station.

Examinations

Students who enrol in courses with examinations are obliged to attend an examination at the University at any time during the formal examination period. The final examination for this course will be scheduled at some time during the following period:

Friday 10th June – Wednesday 29th July (inclusive)

Penalties

If the assignment is submitted late, without prior permission from the Course Coordinator, 5 marks per day will be deducted. Extensions will only be allowed in exceptional circumstances such as illness or bereavement. Please note: it will be necessary to provide supporting documentation such as a medical certificate in support of any application for an extension.

The assignment word limit must be adhered to and, if it is exceeded, any excess words will not be marked.

Use of Turnitin

Student work provided for assessment in this course may be checked for academic integrity by the electronic search engine <http://www.turnitin.com>. Turnitin is an on-line plagiarism prevention tool which compares submitted work with a very large database of existing material. At the discretion of the Head of School, handwritten work may be copy-typed by the School and submitted to Turnitin. A copy of submitted materials will be retained on behalf of the University for detection of future plagiarism, but access to the full text of submissions will not be made available to any other party.

Materials and Equipment

The Exam is open book and you may bring whatever materials you like into the exam room. Be aware that computers and electronic devices may not be used during the exam so it is your responsibility to print out anything you may wish to refer to in advance.

Student feedback.

Student feedback on University courses may be found at www.cad.vuw.ac.nz/feedback/feedback_display.php

Class Representative

A class representative will be elected in the first class, and that person's name and contact details made available to VUWSA, the course coordinator and the class. The class representative provides a communication channel to liaise with the course coordinator on behalf of students.

Communication of Additional Information

Notices will be posted on **Blackboard** to which all students have access. **Urgent notices** will be circulated by email.

Link to general information

For general information about course-related matters, go to <http://www.victoria.ac.nz/vbs/studenthelp/general-course-information>

Note to Students

Your assessed work may also be used for quality assurance purposes, such as to assess the level of achievement of learning objectives as required for accreditation and academic audit. The findings may be used to inform changes aimed at improving the quality of VBS programmes. All material used for such processes will be treated as confidential, and the outcome will not affect your grade for the course.
