

IBS850 - Legal Environment of International Business

School of International Business & Management, Fall - 2019

Subject Title

Legal Environment of International Business

Subject Description

This course will introduce students to the evolving legal issues that are relevant to the international business environment, including the legal risks of entering foreign markets, international organizations, trading block, sales contracts, legal aspects of billing of lading and letters of credit, liability of ocean carriers, licensing and the resolution of international disputes.

Credit Status

One credit.

Learning Outcomes

Upon successful completion of this subject the student will be able to:

1. Understand and apply legal principles in the areas of law detailed below.
2. Recognize legal issues in Canadian and international trade and investment.
3. Analyze international contracts.
4. Understand products liability issues.
5. Locate government resources, programs and legislation that impact international trade and investment.
6. Recognize situations in which legal advice should be obtained.
7. Communicate effectively with lawyers.
8. Demonstrate the effectiveness in working towards a common goal with others in a work group setting, including interpersonal teamwork and communications skills, in written and oral presentations.
9. Demonstrate personal management skills such as positive attitude and behaviour, responsibility and adaptability.

Essential Employability Skills

Communicate clearly, concisely and correctly in the written, spoken and visual form that fulfils the purpose and meets the needs of the audience.

Respond to written, spoken, or visual messages in a manner that ensures effective communication.

Apply a systematic approach to solve problems.

Use a variety of thinking skills to anticipate and solve problems.

Locate, select, organize, and document information using appropriate technology and information systems.

Analyze, evaluate, and apply relevant information from a variety of sources.

Show respect for diverse opinions, values, belief systems, and contributions of others.

Interact with others in groups or teams in ways that contribute to effective working relationships and the achievement of goals.

Manage the use of time and other resources to complete projects.

Take responsibility for one's own actions, decisions, and consequences.

Academic Integrity

Seneca upholds a learning community that values academic integrity, honesty, fairness, trust, respect, responsibility and courage. These values enhance Seneca's commitment to deliver high-quality education and teaching excellence, while supporting a positive learning environment. Ensure that you are aware of Seneca's Academic Integrity Policy which can be found at: <http://www.senecacollege.ca/about/policies/academic-integrity-policy.html> Review section 2 of the policy for details regarding approaches to supporting integrity. Section 2.3 and Appendix B of the policy describe various sanctions that can be applied, if there is suspected academic misconduct (e.g., contract cheating, cheating, falsification, impersonation or plagiarism).

Please visit the Academic Integrity website <http://open2.senecac.on.ca/sites/academic-integrity/for-students> to understand and learn more about how to prepare and submit work so that it supports academic integrity, and to avoid academic misconduct.

Discrimination/Harassment

All students and employees have the right to study and work in an environment that is free from discrimination and/or harassment. Language or activities that defeat this objective violate the College Policy on Discrimination/Harassment and shall not be tolerated. Information and assistance are available from the Student Conduct Office at student.conduct@senecacollege.ca.

Accommodation for Students with Disabilities

The College will provide reasonable accommodation to students with disabilities in order to promote academic success. If you require accommodation, contact the Counselling and Accessibility Services Office at ext. 22900 to initiate the process for documenting, assessing and implementing your individual accommodation needs.

Prerequisite(s)

The course pre-requisite follows the IBS program admission requirements.

Topic Outline

- International Legal Environment
- GATT/WTO
- NAFTA
- EU and US Competition Law
- Canadian Regulation of Imports, Exports
- Torts, Negligence, Product Liability
- Principles of Canadian Contract Law
- International Sales Contracts-CISG
- International Sales: Financing, Transportation and Insurance
- Intellectual Property
- Dispute Settlement
- Forms of Business - Agency and Distribution Agreements Licensing, Franchising, Strategic Alliance, Joint Ventures FDI
- Extraterritorial Jurisdiction, Bribery and Corruption, Environmental Law

Mode of Instruction

There are three hours of class per week with a variety of instructional modes being used. These include, but are not limited to lectures, case studies, group and individual assignments, class discussions and independent study.

Prescribed Texts

Reference Material

MLA Citation Guide <http://seneca.libguides.com/mla>

For information on how to research and write a report as well as how to prevent plagiarism refer to <http://library.senecacollege.ca/>

The professor may also post lecture notes and give handouts periodically. Students must read the assigned chapters prior to the class as indicated by the "Detailed Subject Outline" as assigned by the professor. Also, students will be expected to use the Internet and other sources to access research information relevant to the subject.

Required Supplies

A device to enable access to the internet for in-class workshops.

Student Progression and Promotion Policy

<http://www.senecacollege.ca/about/policies/student-progression-and-promotion-policy.html>

Grading Policy <http://www.senecacollege.ca/about/policies/grading-policy.html>

A+	90% to 100%
A	80% to 89%
B+	75% to 79%
B	70% to 74%
C+	65% to 69%
C	60% to 64%
D+	55% to 59%
D	50% to 54%
F	0% to 49% (Not a Pass)
OR	
EXC	Excellent
SAT	Satisfactory
UNSAT	Unsatisfactory

For further information, see a copy of the Academic Policy, available online (<http://www.senecacollege.ca/about/policies/academics-and-student-services.html>) or at Seneca's Registrar's Offices. (<https://www.senecacollege.ca/registrar.html>).

Modes of Evaluation

Quizzes	10%
Assignments	40%
Exams	50%
Total	100%

Promotion Policy

Grading Policy

A+	90% to 100%
A	80% to 89%
B+	75% to 79%
B	70% to 74%
C+	65% to 69%
C	60% to 64%
D+	55% to 59%
D	50% to 54%
F	0% to 49% (Not a Pass)

OR

EXC Excellent

SAT Satisfactory

UNSAT Unsatisfactory

Note: For the IBS program the minimum grade required for promotion to 2nd semester and for graduation is a cumulative average of C grade, 2.0 GPA

For further information, see a copy of the Academic Policy, available online (<http://www.senecacollege.ca/academic-policy>) or at Seneca's Registrar's Offices.

Language Standards:

It's essential for today's successful business person to be able to clearly communicate orally and in writing. All written work must demonstrate the following characteristics for clarity, conciseness and...

- writing that is consistent with the rules of English grammar
- spelling and punctuation that are correct
- appropriate use of vocabulary
- sentences that are structured correctly
- main points that are supported with specific, relevant examples and rationale
- work that flows logically through supporting statements/paragraphs
- layout that is attractively displayed

Additional Guidelines:

1. Students are expected to be familiar with and adhere to Seneca's Academic Integrity Policy.
2. All submissions must meet instructor requirements related to neatness and quality of presentation, including accuracy of spelling and grammar.
3. You're expected to act in a thoroughly professional manner during classroom discussions, and on exercises, assignments, projects and presentations.

Attendance and Participation:

What you get out of this course is highly correlated to what you put into it. Your degree of preparation, class attendance will all affect how well you do as class discussions are a major part of the learning process.

Research and Citation:

All supporting material used for your assignments must use MLA format. Research material from Wikipedia, Scribd and Facebook will not be accepted.

Guide to Research and Citation MLA Style, 8th Edition Seneca Libraries, Seneca College.
<https://seneca.libguides.com/mla>

Missed Test, Presentations and Late Assignments

Students are required to complete all tests, in-class assignments, and presentations on the scheduled dates and times. Missed tests, in-class assignments, and presentations will result in a grade of zero unless a valid, unavoidable reason has occurred and the student has notified the professor. Supporting documentation may be required.

Late assignments may be subject to penalty and is at the discretion of the professor. If there are valid reasons for the late assignment, the students **must notify the professor, upon which alternative arrangements may be considered and/or arranged.**

Note: It is recommended that students use their Seneca email account to send a message to the professor. Using any other account may result in the message being deleted by the college's spam filter. Always keep a copy of the email message in case verification is required.

Effective Business Communication and English Competency

The ability to communicate effectively is essential for success in business. Therefore, students must:

- Demonstrate English competency in this subject in both oral and written work;
- Strive to be clear and concise;
- Ensure all written work is consistent with the rules of English grammar, especially in sentence structure, spelling, and punctuation; and
- Always spell check, edit, and proofread submitted work.

PLEASE KEEP THIS DOCUMENT FOR FUTURE REFERENCE. IT WILL BE REQUIRED IF YOU APPLY TO ANOTHER EDUCATIONAL INSTITUTION AND SEEK ADVANCED STANDING!

Approved by: Sarah Arliss

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