
**GRADUATE CATALOG DESCRIPTION:**

Comparative business law is designed as a course covering the basic laws of international trade, licensing and investment from a managerial perspective. Students will be introduced to the risks of international business and examine how the risks differ from domestic business risks. Particular attention will be paid to the increasing risks and legal complexities associated with greater penetration by firms into foreign markets.

The course will examine the role of public and private organizations in setting standards and guidelines for international business. Emphasis will be placed on understanding the legal, cultural and ethical problems associated with economic integration, particularly within the European Community and in North America.

Further the course will examine the basics of buying and selling goods in foreign countries. The case study approach will be used to enable the student to become aware of potential commercial risks and legal problems. Included in the discussion will be problems involving documentary sale, international commercial and contract law, non-performance, and dispute resolution.

The course will also examine the division of authority between the U. S. Congress and the President with regard to the regulation of foreign trade. Topics will include most favorable trade status, Presidential emergency powers, and political events that effect business interests.

Other topics that will be examined are comparative analysis of host country employment laws, transnational environmental law development, regulation of competition and a comparative analysis of international antitrust policies.

**COURSE GOALS:**
1. To convey to the student an understanding of the importance of international business in a global economy.
2. To assist the student in understanding the potential risks inherent in entering foreign markets, and to provide a foundation for the management of risk in an international transaction.
3. To assist the student in understanding the ethical problems facing managers in foreign environments, and particularly with the social responsibility of managers operating in both developed and developing countries.
4. To expose the student to the cultural and political environment of international business so as to understand how these factors affect the international business transaction, the decision-making process and the conduct of the firm abroad.
5. To closely examine the legal problems associated with the three basic forms of international business -- trade, the licensing of intellectual property and foreign direct investment -- within the context of managerial decision-making.
6. To explain fundamental principles of public international law as they relate to the regulation of trade and foreign investment and the management of the international business transaction.
7. To explain the special legal and economic problems in doing business in developing countries, nonmarket countries, and the rapidly changing republics of the former Soviet Union and Eastern Europe.
8. To offer a comparative approach to the study of business law and of legal systems so as to understand how legal problems are treated in different societal and cultural environments.
9. To assist the student in understanding the basic economic and political arguments regarding protectionism/free trade/open investment issues by focusing on existing international agreements and national laws designed to promote trade and investment.
10. To develop in the student an awareness of the special legal problems facing multinational corporations that are trading, licensing and investing in foreign countries.

COURSE RULES:

1. This will be an enjoyable experience
2. Civility will be enforced
3. To satisfactorily complete this course you will interact - undemonstrated skills will go ungraded
4. Attendance and timeliness is required

COURSE SYLLABUS:

The Syllabus is attached. Please note e-mail address. Open communication is encouraged.

NOTICE:

All class work, be it written or oral, is subject to the applicable rules and regulations of The University of North Carolina at Greensboro. If you are unclear as to what these rules and regulations are, it is your responsibility to seek clarification. Only the highest standards of academic honesty and integrity will be acceptable. As this syllabus is intended as a base document to facilitate your learning, and is by no
Assignment Schedule:

May 20, 2004
Lecture and Discussion:
• The Concept Of Comparative Law, Its Functions And Goals and Why Globalization Of Business Requires A Basic Understanding Of Its Complexities
Readings: Pp. 1-46; 637-657

May 27, 2004
Lecture and Discussion:
• National Law Making Powers and The Regulation Of U.S. Trade
Readings: Pp. 240-273
• Host Country’s Regulations and Risks
Readings: Pp. 541-594

June 3, 2004
Lecture and Discussion:
• International Law and Organizations
Readings: Pp. 46-74
• Resolution Of International Disputes
Readings: Pp. 74-102; 432-442

June 10, 2004
Lecture and Discussion:
• Regulation Of Imports, Access To Foreign Markets and Preferential Status
Readings: Pp. 305-359; 369-376; 399-409

June 17, 2004
Lecture and Discussion:
• Labor And Employment Discrimination
Readings: Pp. 594-615
Project Papers Due

June 24, 2004
Lecture and Discussion:
• International Marketing Laws, Sales Representatives, Advertising and Ethical Issues
Readings: Pp. 488-541