International Business Transactions

Instructor: Teresa Farah

International Business Transactions is a field which is broad, complex and constantly changing. This course will survey the basic aspects of the international legal system. Students will learn the important aspects of how international transactions are structured and regulated. In the first half of the course, we will review the key aspects of the international legal environment. In the second half of the course, we will look at problem exercises where we will analyze different types of transactions - both the contractual issues as well as regulatory issues they may present.

The course will cover the following:

1. Transnational lawyers: what do international lawyers do and what rules govern them?
2. Overview of transnational law
3. World economic environment: How are the trade and exchange of currencies regulated on the global level and in the U.S.? Introduction to the international institutions: WTO and IMF
4. Corporate actors in the transnational business environment: nationality of corporations; treatment of foreign corporations; multinational enterprise
5. International tax environment

The problem exercises will include the following topics:

1. Transnational sales;
2. Agency and distributorship agreements;
3. Licensing of intellectual property;
4. Establishing a new operation abroad;
5. Mergers and acquisitions;
6. International joint ventures;
7. Development agreements; and
8. International debt instruments

Text for this course: Vagts, Dodge and Koh, TRANSNATIONAL BUSINESS PROBLEMS, (fourth edition, 2008) as well as other assigned readings.

**There will be a mid-term and a final exam, both of which shall be administered during the actual class.

**This course is limited to 15 students.

**Students who have taken the International Contracting course may take the IBT course. IBT focuses on the international legal environment, whereas the International Contracting course focuses more on the actual contracting: types of contractual relationships, important clauses in international contracts, etc.