NEW COURSE – OR –
REVISION TO EXISTING COURSE PROPOSAL

Please use this form to: add a new course, or to revise the title or content of an existing course, including changes to co-requisite and pre-requisite unit values.

Before you proceed, please review the approval process in advance and leave time for each involved person or committee to review the proposal.

DATE: November 6, 2006
DEPARTMENT/SCHOOL: Eberhardt School of Business
CONTACT PERSON: Lucien J. Dhoooge, Associate Professor of Business Law
PHONE: 946-3914
BLDG & ROOM NO: Weber 210-C

New Courses: Please complete this entire section (items 1-18)
Revisions to Courses: Please complete items 1-4 and only those items 5-18 that are being revised.

1. Please complete a. or b., not both.
   a. New Courses:
      • Proposed Course Subject/Number/Title/Prerequisites/Units (e.g., HIST 035: History of...: prerequisites - none: 4 units):

   For approval of new course numbers: Send the request to this email: registrar@pacific.edu. The request needs to include the department, the course title, and a suggested discipline & number. Please attach the email approving the new course number to this proposal.

   b. Revision to Existing Course:
      • Current Course Subject/Number/Title/Prerequisites/Units (e.g., HIST 035: History of...: prerequisites - none: 4 units):

Current Course Information: International Business Law - BUSI 167 – Prerequisites (Junior Standing and C or better in BUSI 53 (The Legal and Ethical Environment of Business)) – 4 Units

Course History: During the Spring 1998 semester, ESB offered an undergraduate course to sixteen students under a special topics designation entitled “International Business Law.” The course was well received by the enrollees and was subsequently approved by the ESB Curriculum Committee and faculty and the University. The course received the designation “BUSI 167 - International Business Law.” One section of BUSI 167 was offered every spring semester. Enrollment grew gradually in the Spring 1999 and 2000 semesters with ten and nineteen students, respectively.
Enrollment in the course increased to forty-one students in the Spring 2001 semester. Two sections of BUSI 167 were created beginning in the Spring 2002 semester to accommodate student demand. The course has continued to be offered in two separate sections since Spring 2002. Average enrollment in each section is approximately twenty-five students with the exception of the Spring 2005 semester when total enrollment in both sections was seventy-five students.

**Proposed Change:** This revision seeks to split the two current sections of BUSI 167 into two separate courses. These courses are BUSI 177 to be entitled International Trade Law and BUSI 178 to be entitled International Commercial Law. These courses reflect the current manner of teaching these two sections. Specifically, Section 1 of BUSI 167 offered every spring is currently being taught as an international trade course using a macroeconomic approach. Section 2 of BUSI 167 offered every spring is currently being taught as an international commercial law course utilizing a microeconomic approach. Each of these courses uses different textbooks, materials, examinations and evaluative techniques. This proposal seeks to allow students to take and receive credit for both courses rather than having to choose between sections as is presently the case. This proposal is also consistent with efforts to internationalize the ESB undergraduate curriculum.

- Proposed new Course Subject/Number/Title/Prerequisites/Units (if applicable):

**BUSI 177 - International Trade Law** - Prerequisites (Junior Standing and C or better in BUSI 53 (The Legal and Ethical Environment of Business)) – 4 Units

**BUSI 178 - International Commercial Law** - Prerequisites (Junior Standing and C or better in BUSI 53 (The Legal and Ethical Environment of Business)) – 4 Units

2. Please attach syllabus with all required elements, including course learning objectives, (see Faculty Handbook 11.7 for Syllabus requirements).

Please see attached Exhibits A and B

3. Please provide the copy as it is to appear in the catalog. This includes the course description, specific prerequisites, co-requisites, and any restrictions on registration (e.g., majors only). Note: Unless indicated here, a passing grade for a prerequisite course is considered a “D.”

**CATALOG COPY:**

**BUSI 177 - International Trade Law** - International Trade Law will provide students with the opportunity to study legal aspects associated with international trade agreements. The primary emphases of the course will be on the global trading system as represented by the General Agreement on Tariffs and Trade and the World Trade Organization and regional trading systems such as the European Union and the North American Free Trade Agreement. The course will also examine agreements ancillary to these trading regimes as well as relevant national laws. The
emphasis of the course will be on the recognition of legal problems and the discovery and application of appropriate principles of international and domestic law that may assist in resolving these problems. 4 Units. Prerequisites: Junior Standing and C or better in BUSI 53.

**BUSI 178 - International Commercial Law** - International Commercial Law will provide students with the opportunity to study the law governing international contracts. The course will examine ethical considerations in international contracting, commercial dispute resolution, and import and export transactions. Several different types of contract will be examined, including those relating to the sale of goods, services, transportation, insurance and intellectual property rights. The emphasis of the course will be on the recognition of legal problems and the discovery and application of appropriate principles of international and domestic law that may assist in resolving these problems. 4 Units. Prerequisites: Junior Standing and C or better in BUSI 53.

**DEGREE AUDIT INFORMATION**

4. Does this course satisfy undergraduate General Education requirements?
   - [x] No  [ ] Yes
   - If yes, what area does it satisfy (e.g. IA)?

5. Was this course ever offered under a Special Topics number?
   - [ ] No  [x] Yes
   - If yes, provide info below.

<table>
<thead>
<tr>
<th>Special Topics Subject/Course #</th>
<th>BUSI 193</th>
<th>Last year taught</th>
<th>Spring 1998</th>
</tr>
</thead>
<tbody>
<tr>
<td>Course title</td>
<td>International Business Law</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

6. Does this course fulfill General Education or major requirements for your program?
   - [x] Yes
   - If yes, then what area/requirement does it fulfill? ESB requirement that all business students complete one course in an international business topic.

7. Does this course fulfill undergraduate minor requirements for your program?
   - [x] Yes
   - If yes, then what area/requirement does it fulfill (e.g. upper division elective)?
   - Requirement that students seeking a minor in management complete three electives within ESB

**REGISTRATION INFORMATION**

8. Units: 4 units each for BUSI 167 and BUSI 177

9. Grading options available to students who enroll (check all that apply):
   - [x] Letter (A-F)  [x] Pass/No Credit  [ ] Audit

10. Schedule Type (check all that apply):
    - [x] Lecture  [ ] Thesis/Doctoral Project  [ ] Activity Course
    - [ ] Lab  [ ] Internship, Co-op, Fieldwork  [ ] Practicum
    - [ ] Discussion  [ ] Applied Music  [ ] Correspondence
    - [ ] Seminar  [ ] Studio Instruction  [ ] Other
    - [ ] Research/Independent Study  [ ] On-line

11. Expected Enrollment: 25-30 students per section of each course

New and Revised Course form, Page 3 of 6
Rev.10/06
12. Is a special fee to be charged?
   □ No  □ Yes
   If yes, list the charge and fee code:
   □ Per unit —or— □ Flat fee

RELATIONSHIP TO OTHER COURSES

13. Is this course cross-listed with others?
   □ No  □ Yes
   If yes, which courses?
   Subject/Course #  Title
   Subject/Course #  Title
   Subject/Course #  Title

14. Course Similarities
   a. Is this course similar in content to course(s) in another school or department?
      □ No  □ Yes
      If yes, which course(s)?
      Subject/Course #  Title
      Subject/Course #  Title
      Subject/Course #  Title

   b. If yes, how is this course distinctive?

15. Will other courses be deleted as a result of this proposal when this course is created?
   (Note: if course is still being taught in the future do not delete it here.)
   □ No  □ Yes
   If yes, which course(s)?
   Subject/Course #  Title
   Subject/Course #  Title
   Subject/Course #  Title

16. Is the deleted course cross-listed with other courses?
   □ No  □ Yes
   If yes, which course(s)?
   Subject/Course #  Title
   Subject/Course #  Title
   Subject/Course #  Title

17. What is the anticipated impact on resources (e.g., faculty, funds, facilities, library, technology, etc.) None

18. Will University computer labs be needed?
   □ No  □ Yes
   If yes, what software will be needed?
Hi Prof Dhooge,
Yes, BUSI 177 and 178 are available for new course numbers.

Tricia Isbill
Office of the Registrar
tisbill@pacific.edu
209-946-2135

>>> Rodriguez, Silvea (registrar) 12/07/06 8:27 AM >>>
Hey Trish....These requests get sent to you....correct? Silvea

>>> Lucien Dhooge 12/06/06 5:13 PM >>>
Pursuant to the forwarded message and our follow-up telephone conference, I am requesting approval of the following course numbers.

BUSI 177 - International Trade Law
BUSI 178 - International Commercial Law

Please forward an e-mail to me approving these numbers at your earliest convenience. The ESB faculty will be voting on approval of these courses next Tuesday.

Thank you!

Lucien J. Dhooge
Associate Professor of Business Law
Pursuant to Cindy’s request, here is the list of recommended international business law courses by concentration. Each of these concentrations presently requires BUSI 167 or lists it as an option. The proposal approved by the faculty yesterday splits BUSI 167 into two new courses, BUSI 177 (International Trade Law) and BUSI 178 (International Commercial Law).

Accounting - BUSI 178 (private commercial transactions may be of greater relevance to accounting students than global trade)

International Business - BUSI 177 or BUSI 178

MIS - BUSI 178 (greater coverage of international intellectual property law and licensing agreements)

General Business - BUSI 177 or BUSI 178

Entrepreneurship - BUSI 177 or BUSI 178

Real Estate - BUSI 178 (private commercial transactions may be a greater relevance to real estate students than global trade)

Business Law - BUSI 177 or BUSI 178

Arts & Entertainment Management - BUSI 178 (coverage of private contracts relating to trade in services, international intellectual property law and licensing agreements)

Please do not hesitate to contact me if you have any questions. Thank you for supporting this proposal.

Lucien
Please remember to make the corresponding changes to your program’s catalog copy when you receive page proofs for next year’s catalog.

NEW COURSE – OR – REVISION TO EXISTING COURSE PROPOSAL
APPROVAL SHEET

DATE: __________
DEPARTMENT/SCHOOL: Eberhardt School of Business
CONTACT PERSON: Lucien J. Dhooge, Associate Professor of Business Law
PHONE: 946-3914
BLDG & ROOM NO: Weber 210-C

Please obtain signatures in the order they appear below, as applicable.

1. ☐ DEPARTMENT CHAIR: _______
   DATE: __________

2. ☐ CHAIRS OF OTHER INVOLVED DEPARTMENTS (if applicable):
   (Signatures needed for new courses and deletions)
   _______
   DATE: __________

3. ☐ CHAIR, SCHOOL/COLLEGE CURRICULUM COMMITTEE:
   _______
   DATE: 11/5/07

4. ☐ DEAN OF SCHOOL/COLLEGE:
   _______
   DATE: 1/8/07

5. ☐ GENERAL EDUCATION COMMITTEE (if applicable):
   (Signature needed for new courses and deletions)
   _______
   DATE: __________

6. ☐ DEAN OF THE LIBRARY:
   _______
   DATE: 11/5/07

7. ☐ DIRECTOR, EDUC. TECH. SERVICES (if computer lab, software needed):
   _______
   DATE: __________

8. ☐ GRADUATE STUDIES COMMITTEE (if applicable):
   _______
   DATE: __________

9. ☐ REGISTRAR:
   _______
   DATE: 01-17-07
COURSE DESCRIPTION

International Trade Law will provide students with the opportunity to study legal aspects associated with international trade agreements. The primary emphases of the course will be on the global trading system as represented by the General Agreement on Tariffs and Trade and the World Trade Organization and regional trading systems such as the European Union and the North American Free Trade Agreement. The course will also examine agreements ancillary to these trading regimes as well as relevant national laws. The emphasis of the course will be on the recognition of legal problems and the discovery and application of appropriate principles of international and domestic law that may assist in resolving these problems.

COURSE COVERAGE

Unit 1 - Introduction to International Law and the Regulation of U.S. Trade
  - International Law and Organizations
  - Overview of Private International Law
  - National Lawmaking Powers and the Regulation of U.S. Trade

Unit 2 - The GATT, Imports, and Customs Law
  - GATT Law and the World Trade Organization
  - The Regulation of Import Competition and Unfair Trade
  - Laws Governing Access to Foreign Markets
  - Imports, Customs and Tariff Law

Unit 3 - Exports, Regional Trade Agreements and Intellectual Property Rights
  - The Regulation of Exports
  - Free Trade Agreements: NAFTA
  - Customs Unions: The European Union
  - Intellectual Property Rights

COURSE OBJECTIVES

Knowledge Objectives
  Recognize principles and processes of national law and international law and their role in creating the legal environment of international business and describe such issues and principles in oral and written formats

Comprehension Objectives
  Identify and define national and international legal issues and principles applicable to business transactions and discuss such issues and principles in oral and written formats
Application Objectives
Demonstrate comprehension of national and international legal principles through the application of such principles to the resolution of issues presented in cases and fact patterns
Interpret national and international legal principles through their application to specific issues presented in cases and fact patterns

Analysis Objectives
Compare and contrast different national and international legal principles applicable to the resolution of issues presented in cases and fact patterns
Formulate and defend predicted outcomes for cases and fact patterns through analysis of applicable national and international legal principles

Synthesis Objectives
Formulate and organize contentions and predicted outcomes for cases and fact patterns utilizing applicable legal and international principles
Predict outcomes of issues presented in cases and fact patterns utilizing applicable national and international legal principles

COURSE MATERIALS

Supplemental Materials

STUDENT EVALUATION
Examinations:

________ - 30% of final grade
________ - 30% of final grade
________ - 30% of final grade

Examinations will cover material imparted in class, class lectures and discussions and all assigned readings. Examinations will not be cumulative.

Case Study Project:
Each student is responsible for selecting, briefing and presenting one case from the list attached to the end of the syllabus. The cases are located in the course textbook at the cited pages. Students must advise the instructor of their selected case as soon as possible. Students failing to select and present a case will receive a 0 for the project grade. Cases will be assigned on a first-come, first-serve basis. Students will not be permitted to select and brief the same case. Case study projects are due and are to be presented on the last day of the class session in which the chapter in which the case is located is completed. The case study project will count for 10 percent of the student’s final grade.

Extra Credit:
Extra or additional credit will not be accepted for grading in this course.

Grading Scale:
100-93 - A
92-90 - A-
89-87 - B+
86-83 - B
CLASS PARTICIPATION AND ATTENDANCE

A significant portion of this course will be devoted to the discussion of issues and events relating to the course materials. As such, student participation is a key element to the successful completion of this class. Although attendance is an important part of class participation, there are other elements to participation. Students should be prepared to discuss course materials at all times. Since there are few simple and no uniquely correct answers to these issues, students must be willing to enter into constructive discussions with other students. Constructive discussions assume that the participants have thought through an issue, have arrived at a decision and are willing to expose their position to questioning by others. All reading assignments described in the syllabus should be read prior to the class in which they will be discussed. Questions and other forms of constructive participation during class are also highly encouraged.

SYLLABUS

- Introduction of Class and International Law and Organizations
  Reading Assignment
  Schaffer, Chapter 2, Pages 47-71

- Overview of Private International Law
  Reading Assignments
  Schaffer, Chapter 3, Pages 74-97; Chapter 4, Pages 104-141
  Supplemental Materials, Exercise Number 1: International Sales Contract, Pages 1-2
  Supplemental Materials, Exercise Number 2: Sludge Refining Company v. Hazelwood Oil Company, Page 3
  Supplemental Materials, Exercise Number 3: Helicopteros Nacionales de Colombia v. Hall, Pages 4-6
  Supplemental Materials, Exercise Number 4: Hy Cite Corporation v. Badbusinessbureau.com, Pages 7-9
  Supplemental Materials, Exercise Number 5: In re Union Carbide Gas Plant Disaster, Pages 10-14
  Featured Website: http://www.export.gov
  Featured Website: http://cissg3.law.pace.edu

- National Lawmaking Powers and the Regulation of U.S. Trade
  Reading Assignment
  Schaffer, Chapter 8, Pages 246-278

- Examination Number 1

- GATT Law and the World Trade Organization
  Reading Assignments
  Schaffer, Chapter 9, Pages 281-308
  Supplemental Materials, Exercise Number 7: The WTO Dispute Resolution Process, Page 17
  Supplemental Materials, Exercise Number 8: The Cuban Embargo, Page 18
Supplemental Materials, Exercise Number 9: Spain - Tariff Treatment of Roasted Coffee, Page 19
Supplemental Materials, Exercise Number 10: Italian Discrimination against Imported Agricultural Machinery, Pages 20-22
Featured Website: http://www.wto.org
Featured Website: http://www.ustreasury.gov/offices/enforcement/ofac

- The Regulation of Import Competition and Unfair Trade
Reading Assignments
Schaffer, Chapter 11, Pages 348-363; 365-370
Supplemental Materials, Exercise Number 11: U.S. Safeguard Measures on Steel, Pages 23-24
Supplemental Materials, Exercise Number 12: Certain All-Terrain Vehicles from Japan, Pages 25-26
Featured Website: http://www.ustr.gov
Featured Website: trade.gov/index.asp
Featured Website: http://www.usitc.gov

- Laws Governing Access to Foreign Markets
Reading Assignment
Schaffer, Chapter 10, Pages 315-335; 338-342
Featured Website: http://www.ustr.gov

- Imports, Customs and Tariff Law
Reading Assignments
Schaffer, Chapter 12, Pages 374-409
Supplemental Materials, Exercise Number 13: Rollerblade, Inc. v. United States, Pages 27-28
Supplemental Materials, Exercise Number 14: The Japanese Mopeds Case, Page 29
Featured Website: http://www.cbp.gov
Featured Website: http://www.usitc.gov/tata/hts/bychapter/index.htm

- Examination Number 2

- The Regulation of Exports
Reading Assignment
Schaffer, Chapter 15, Pages 480-489; 492-497
Featured Website: http://www.ustreas.gov/offices/enforcement/ofac

- Free Trade Agreements: NAFTA
Reading Assignment
Schaffer, Chapter 13, Pages 418-427; 430-438
Featured Website: http://www.nafta-sec-alena.org

- Customs Unions: The European Union
Reading Assignment
Schaffer, Chapter 14, Pages 452-471
Featured Website: http://europa.eu

- The Protection of Intellectual Property
Reading Assignments
Schaffer, Chapter 17, Chapters 17, Pages 523-532; 539-546
Supplemental Materials, Exercise Number 15: The HIV Epidemic in Sub-Saharan Africa, Page 30
Supplemental Materials, Exercise Number 16: The Gray Market, Page 31
Featured Website: http://www.wipo.int/portal/index.html.en
CASES AVAILABLE FOR BRIEFING

CHAPTER 4
Asante Technologies, Inc. v. PMC-Sierra, Inc. (Pages 111-12)
Tarbert Trading, Ltd. v. Cometals, Inc. (Pages 113-14)
Château des Charmes Wines Ltd. v. Sabaté (Pages 119-20)
Schmitz-Werke GmbH & Co. v. Rockland Industries, Inc. (Pages 129-30)
Delchi Carrier, Spa v. Rotorex Corp. (Pages 135-36)

CHAPTER 3
Scherk v. Alberto-Culver Co. (Pages 78-79)
Asahi Metal Industries v. Superior Court (Pages 81-82)
Graduate Management Admission Council v. Raju (Pages 83-85)
Iragorri v. United Technologies Corp. (Pages 88-89)
M/S Bremen v. Zapata Off-Shore Co. (Pages 91-92)
Finnish Fur Sales Co. v. Juliette Shulof Furs, Inc. (Pages 94-95)
Manches & Co. v. Gilby (Pages 98-99)

CHAPTER 8
B-West Imports, Inc. v. United States (Pages 248-49)
MacNamara v. Korean Air Lines (Pages 252-53)
Dole v. Carter (Pages 254-55)
Made in the USA Foundation v. United States (Pages 260-62)
United States v. Lindh (Pages 266-68)
Japan Line, Ltd. v. County of Los Angeles (Page 274)

CHAPTER 9
European Communities-Regime for the Importation, Sale and Distribution of Bananas (Pages 294-95 and 299)
Japan-Taxes on Alcoholic Beverages (Pages 305-07)
India-Quantitative Restrictions on Imports of Agricultural, Textile and Industrial Products (Pages 309-11)

CHAPTER 11
Argentina - Safeguard Measures on Imports of Footwear (Pages 351-52)
Heavyweight Motorcycles, Engines and Power Train Subassemblies (Pages 355-56)
Pesquera Mares Australis Ltda. v. United States (Chilean Salmon), (Pages 360-61)
United States - Countervailing Measures Concerning Certain Products from the European Communities (European Steel) (Pages 369-70)

CHAPTER 10
Report on Thailand Restrictions on Importation of Cigarettes (Pages 316-17)
European Communities - Measures Affecting Asbestos and Asbestos-Containing Products (Pages 323-25)
Report of the Panel on EC Measures Concerning Meat and Meat Products (Hormones) (Pages 334-35)

CHAPTER 12
United States v. Golden Ship Trading Co. (Pages 381-82)
United States v. Mead Corp. (Pages 386-87)
Camel Manufacturing Co. v. United States (Page 392)
Better Home Plastics Corp. v. United States (Pages 396-97)
Ferrostaal Metals Corp. v. United States (Pages 403-04)
CHAPTER 15
Times Publishing Co. v. United States, (Pages 483-84)
Briggs and Stratton Corp. v. Baldrige (Pages 485-86)
Israel Aircraft Industries Ltd. v. Sanwa Business Credit Corporation (Page 487)

CHAPTER 13
In the Matter of Cross Border Trucking (Pages 433-34)
Metalclad Corp. v. United Mexican States (Pages 437-38)

CHAPTER 14
Commission of the European Communities v. Italian Republic (Pages 455-57)
National Farmers’ Union and Secrétariat général du gouvernement (France) (Pages 469-71)

CHAPTER 17
Comité Inter-Professional du Vin de Champagne v. Wineworths Group Ltd. (New Zealand Champagne) (Pages 527-29)
Walt Disney Co. v. Beijing Publishing Press (Pages 541-43)
EXHIBIT B

BUSINESS 178
INTERNATIONAL COMMERCIAL LAW
UNIVERSITY OF THE PACIFIC
EBERHARDT SCHOOL OF BUSINESS

Professor Lucien J. Dhooge
Weber Hall 210-C
(209) 946-3914
ldhooge@pacific.edu
Office Hours: __________

COURSE DESCRIPTION

International Commercial Law will provide students with the opportunity to study the law governing
international contracts. The course will examine ethical considerations in international contracting,
commercial dispute resolution, and import and export transactions. Several different types of contract will
be examined, including those relating to the sale of goods, services, transportation, insurance and
intellectual property rights. The emphasis of the course will be on the recognition of legal problems and the
discovery and application of appropriate principles of international and domestic law that may assist in
resolving these problems.

COURSE COVERAGE

Unit 1 - The Legal and Ethical Environment of International Business and Trade Regulation
   Introduction to International Business Transactions
   The Ethics of International Business
   International Commercial Dispute Resolution
   International Trade Regulation
   National Import and Export Regulation

Unit 2 - International Contracting, the Documentary Transaction and the Transport of Goods
   International Contract Law
   International Sales Law
   The Documentary Transaction
   The Transport of Goods

Unit 3 - The Sale of Services and the Licensing of Intellectual Property Rights
   The Sale of Services
   Intellectual Property Rights and Licensing

COURSE OBJECTIVES

Knowledge Objectives
   Recognize principles and processes of national law and public and private international law and
   their role in creating the legal environment of international business and describe such issues and
   principles in oral and written formats

Comprehension Objectives
   Identify and define national and international legal issues and principles applicable to business
   transactions and discuss such issues and principles in oral and written formats
Application Objectives
Demonstrate comprehension of national and international legal principles through the application of such principles to the resolution of issues presented in cases and fact patterns
Interpret national and international legal principles through their application to specific issues presented in cases and fact patterns

Analysis Objectives
Compare and contrast different national and international legal principles applicable to the resolution of issues presented in cases and fact patterns
Formulate and defend predicted outcomes for cases and fact patterns through analysis of applicable national and international legal principles

Synthesis Objectives
Formulate and organize contentions and predicted outcomes for cases and fact patterns utilizing applicable legal and international principles
Predict outcomes of issues presented in cases and fact patterns utilizing applicable national and international legal principles

COURSE MATERIALS
Supplemental Materials

STUDENT EVALUATION
Examinations:
- 30% of final grade
- 30% of final grade
- 30% of final grade
Examinations will cover material imparted in class, class lectures and discussions and all assigned readings. Examinations will not be cumulative.

Case Study Project:
Each student is responsible for selecting, briefing and presenting one case from the list attached to the end of the syllabus. The cases are located in the course textbook at the cited pages. Students must advise the instructor of their selected case as soon as possible. Students failing to select and present a case will receive a zero for the project grade. Cases will be assigned on a first-come, first-serve basis. Students will not be permitted to select and brief the same case. Case study projects are due and are to be presented on the last day of the class session in which the chapter in which the case is located is completed. The case study project will count for ten percent of the student’s final grade.

Extra Credit:
Extra or additional credit will not be accepted for grading in this course.

Grading Scale:
100-93 - A
92-90 - A-
89-87 - B+
88-86 - B
CLASS PARTICIPATION AND ATTENDANCE

A significant portion of this course will be devoted to the discussion of issues and events relating to the course materials. As such, student participation is a key element to the successful completion of this class. Although attendance is an important part of class participation, there are other elements to participation. Students should be prepared to discuss course materials at all times. Since there are few simple and no uniquely correct answers to these issues, students must be willing to enter into constructive discussions with other students. Constructive discussions assume that the participants have thought through an issue, have arrived at a decision and are willing to expose their position to questioning by others. All reading assignments described in the syllabus should be read prior to the class in which they will be discussed. Questions and other forms of constructive participation during class are also highly encouraged.

SYLLABUS

Introduction of Class and International Business Transactions
Reading Assignment
DiMatteo and Dhooge, Chapter 1, Pages 1-30
Featured Website: http://www.export.gov
Featured Website: http://www.opic.gov

The Ethics of International Business
Reading Assignments
DiMatteo and Dhooge, Chapter 2, Pages 37-61; 64-66
Supplemental Materials, Exercise Number 1: The HIV Epidemic in Sub-Saharan Africa, Page 1
Supplemental Materials, Exercise Number 2: The U.N. Human Rights Norms of Transnational Corporations and Other Business Enterprises with respect to Human Rights, Pages 2-7

International Commercial Dispute Resolution
Reading Assignments
DiMatteo and Dhooge, Chapter 4, Pages 105-138
Supplemental Materials, Exercise Number 3: Helicopteros Nacionales de Colombia v. Hall, Pages 8-10
Supplemental Materials, Exercise Number 4: In re Union Carbide Gas Plant Disaster, Pages 11-15
Supplemental Materials, Exercise Number 5: General Electric Company v. G. Siempelkamp GMBH & Company, Pages 16-17

International Trade Regulation
Reading Assignments
DiMatteo and Dhooge, Chapter 5, Pages 141-156; 158-165
Supplemental Materials, Exercise Number 6: Spain - Tariff Treatment of Roasted Coffee, Page 18
Supplemental Materials, Exercise Number 7: The WTO Dispute Resolution Process, Page 19
Supplemental Materials, Exercise Number 8: *Certain All-Terrain Vehicles from Japan*, Pages 20-21
Featured Website: http://www.wto.org
Featured Website: http://www.ustr.gov
Featured Website: trade.gov/index.asp
Featured Website: http://www.usitc.gov

- National Import and Export Regulation
Reading Assignments
DiMatteo and Dhooge, Chapter 6, Pages 178-211
Supplemental Materials, Exercise Number 9: The Japanese Moped Case, Page 22
Featured Website: http://www.cbp.gov
Featured Website: http://www.usitc.gov/tata/hts/bychapter/index.htm
Featured Website: http://www.ustreas.gov/offices/enforcement/ofac

- Examination Number 1

- International Contract Law
Reading Assignment
DiMatteo and Dhooge, Chapter 7, Pages 214-235; 238-248

- International Sales Law
Reading Assignments
DiMatteo and Dhooge, Chapter 8, Pages 251-278; 283-286
Featured Website: http://cisg3.law.pace.edu

- The Documentary Transaction
Reading Assignment
DiMatteo and Dhooge, Chapter 9, Pages 290-322

- The Transport of Goods
Reading Assignment
DiMatteo and Dhooge, Chapter 10, Pages 324-364

- Examination Number 2

- The Sale of Services
Reading Assignment
DiMatteo and Dhooge, Chapter 12, Pages 400-424

- Intellectual Property Rights and Licensing
Reading Assignments
DiMatteo and Dhooge, Chapter 13, Pages 433-468; Chapter 14, Pages 479-512
Supplemental Materials, Exercise Number 12: The Gray Market, Page 26
Featured Website: http://www.wipo.int/portal/index.html.en
Featured Website: http://www.ustr.gov

- Examination Number 3
CASES AVAILABLE FOR BRIEFING

CHAPTER 1
Falcoal, Inc. v. Kurumu (Pages 15-17)
Kern v. Dynalectron Corporation (Pages 19-20)
Bernina Distributors, Inc. v. Bernina Sewing Machine Company (Pages 21-22)

CHAPTER 2
Lamb v. Philip Morris, Inc. (Page 53)
United States v. Liebo (Pages 54-55)
Doe v. Unocal Corporation (Pages 65-66)

CHAPTER 4
Alpine View Co., Ltd. v. Atlas Copco AB (Pages 107-08)
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