INTERNATIONAL BUSINESS TRANSACTIONS

University of Sofia, St. Kliment Ohridsky

Economics and Business Association Faculty

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**Course Objectives:** This course will address private international business transactions with emphasis on cultural concerns in cross boarder transacting, the modern forms and patterns of transacting, Conflicts of Law, the International Sale of Goods, the primary payment model employed, policing foreign corrupt practices, dispute resolution, and corporate social responsibility. A problems based textbook and teaching methodology that requires consistent student preparation and participation for class sessions will give students an opportunity to address both transactional and litigation issues faced by business owners, planners, and attorneys.

Required Textbook: Daniel C.K. Chow & Thomas J. Schoenbaum, International Business Transactions (2nd ed, Wolters Kluwer, 2010) (ISBN 978-0-7355-7065-8)

**Class Participation:** Twenty-five percent (25%) or 25 points of the final grade awarded will be based on the quality and frequency of a student’s class participation. To receive 20 to 25 points, a student must be present for 4/5 or 12 of 15 session and engage in a sophisticated discussion of the materials and problems which includes references to textbook and supplemental materials used to resolve the issues presented in the problems. To receive 15 to 19 points, a student must be present for 3/5 or 9 to 11 sessions and contribute to a moderate degree to the class discussion of the materials and problems which includes references to the textbook materials. Students who attend 9 or more session but do not participate in class discussion may only receive 5 to 10 participation points. Student who attend 6 or fewer session will not be permitted to sit for the final examination.

**Computer Policy**

Note taking is an important opportunity for students to engage the substantive materials and legal analyses that will be tested on the final exam.  Handwritten notes require a synthesis of the ideas and concepts discussed that cannot be replicated when computers are used for note taking.  Therefore, computers may not be used during class for note taking but may be used for the final examination.  Students with disabilities are exempt from this policy upon certification by the Vice Dean.

**Final Examination:** The final examination will cover the problems and issues discussed during class sessions. Laptop computers may be used for examination purposes.