

COURSE SPECIFICATION DOCUMENT

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| Academic School / Department: | Richmond Business School |
| Programme: | MA International Business Law |
| FHEQ Level: | 7 |
| Course Title: | International Trade Law |
| Course Code: | MBL 7102 |
| Course Leader: | Adrian Wilkins |
| Student Engagement Hours: | 200 (standard 4 credit MA course) |
| Lectures: | 39 |
| Seminar / Tutorials: | 6 |
| Independent / Guided Learning: | 155 |
| Semester: | Fall |
| Credits: | 20 UK CATS credits 10 ECTS credits 4 US credits |

Course Description:

The selling and purchasing of goods across territorial borders is one of the most basic but yet sophisticated commercial activities nowadays. International trade involves understanding contracts and their terms including letters of credit, contracts of sale of goods, carriage and insurance in the pursuance of certainty and predictability regarding the eventualities of such transactions. Based primarily on English Law, this course develops the international sales contract based on the United Nations Convention on the International Sale of Goods 1980 (CSIG). The experience of the CSIG with nearly eighty countries subscribing represents an attempt to create uniform, transnational private law.

Prerequisites:

N/A

Aims and Objectives:

- To enable students to identify the relevant terms to meet the business objectives of the international sales contract at hand.
- To evaluate the applicability of relevant Incoterms to the international sales contract.

- To provide the in-depth knowledge intended to critically appraise the issues derived from carriage of goods by sea, air or road or a combination of both.
- To examine the adaptation of the trade to a modern e-commerce environment.
- To assess critically the role of insurance and its impact on the documentation of an international contract of sale of goods.

Programme Outcomes:

A2, A4, A5

B1, B2, B3, B5

C2, C3, C4, C5

D2, D4, D5

A detailed list of the programme outcomes are found in the Programme Specification.

This is located at the archive maintained by the Academic Registry and found at:
<http://www.richmond.ac.uk/admitted-students/programme-and-course-specifications/>

Learning Outcomes:

By the end of this course, successful students should be able to:

Knowledge and Understanding

- Acquire an in-depth understanding of the main international conventions regarding the sale of goods.
- Examine the main clauses and documentation involved in a contract for the international sale of goods.
- Identify and discuss the relevant law applicable in an international sale of goods contract.
- Evaluate the development of the traditional trade terms and the applicability of the Incoterms
- Critically assess the transport and financial context underpinning international sales including detailed examination of bills of lading and documentary credits.

Cognitive Skills

- Understand the main clauses of an international sales contract and how they meet the intended objectives of the parties involved.
- Engage in argument in order to prevent conflicts that could rise in the context of incomplete or unfulfilled international contract of sales.

- Apply into the international context of key contract terms and their documentary reflection, particularly those related to transfer of property, risk and frustration.
- Anticipate future development issues and apply current knowledge to them including the protection against fraud and the use of electronic documentation.

Subject specific, practical and professional skill

- Present analysis and discussion maximizing the use of modern communication methods and resources
- Understand the conflict of interests that the drafting of an international sales contracts entail and aim at finding a pragmatic but, at the same time, balanced solution that is acceptable to all parties involved.
- Acquire an in-depth degree of familiarity with the documentation involved in an international contract of sales.

General/transferable skills

- Ability to analyse contract clauses and defend their effectivity orally and in writing.
- Develop capacity to work in a group either as a leader or as part of the team in a time efficient manner to accomplish the task in hand.
- Understand differences in interpretation and understanding that could raise from a within multicultural context and find means of resolving them.

Indicative Content:

- In-depth understanding of the international sale of goods contract including its basic terms (with particular emphasis on INCOTERMS) and the Vienna Convention (1980).
- Application to carriage of goods by sea and the Hamburg rules and Rotterdam rules.
- Carriage of goods by air and the Warsaw system
- International carriage of goods by rail and road
- Finance and insurance related contracts and clauses to the sale and carriage of goods internationally
- Application of concepts learned to the E-Commerce environment; UNCITRAL model law on e-commerce.

Assessment:

This course conforms to the Richmond University Standard Assessment Norms approved at Academic Board (formerly Learning & Teaching Policy Committee) and located at: <http://www.richmond.ac.uk/admitted-students/>

Teaching Methodology:

The course will be taught through lectures, seminars, tutorials, workshops and practical sessions. Guest speakers will complement the course providing a practical approach.

Bibliography:

Carr, I & Stone, P (2013). International Trade Law. Routledge

Chuah, J (2013). The Law of International Trade. Sweet and Maxwell

Murray, C, Holloway, D and Timson-Hunt D. (2012) Schmitthoff's Export Trade: The Law and Practice of International of International Trade

Dimatteo, L.A. (2016) International Sales Law. Cambridge University Press

Bridge M G (2013) The International sale of Goods Oxford University Press (Oxford)

Fawcett J, Harris J and Bridge M. International Sale of Goods in the Conflict of Laws. Oxford University Press (Oxford)

Schwenzer I (2016) Schlechtriem & Schwenzer: Commentary on the UN Convention on the International Sale of Goods. Oxford University Press

Schlechtriem P and Buller P (2010) UN Law on International Sales: The UN Convention on the International Sale of Goods (Springer-Lehrbuch). Springer

See syllabus for complete reading list

Indicative Text(s):

Click here to enter text.

Journals

ICSID Review: Foreign Investment Law Journal
Journal of International Commercial Law and Technology

Business Lawyer
Business Law International
Harvard International Law Journal

