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## Key team contact details

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Chief Academic Officer responsible for this module is Mirjana Stefanovic, and can be contacted at [m.stefanovic@miuc.org](mailto:m.stefanovic@miuc.org)

The External Examiner responsible for this module is Professor Nick Rees (Professor of International Relations and Dean of the School of Humanities and Social Sciences at The University of Buckingham) for International Business and International Relations courses and Dr. Ana Gaio (Programme Director MA Culture, Policy and Management, City University of London) for Marketing and Advertising course.

The Academic Partner Link-Tutor responsible for this module is Brenda Theodore-Marks (for International Business and International Relations courses) and Matilde Nardelli (for Marketing and Advertising course), and can be contacted at [Brenda.Theodore-Marks@uwl.ac.uk](mailto:Brenda.Theodore-Marks@uwl.ac.uk) and [Matilde.Nardelli@uwl.ac.uk](mailto:Matilde.Nardelli@uwl.ac.uk)



# 1 Module overview

## 1.1 Introduction, aims and summary of content

The International Business Law module provides students with an advanced knowledge of international commercial law. This module is designed to help students acquire a profound understanding of the legal challenges faced by business when operating around the world and obtain core skills when advising corporate entities. The International Business Law module will aid both those who make business decisions and those who advise others on business decisions by analysing the globalisation of law, the different legal systems existing around the world, and how the multiple and sometimes conflicting national laws may affect the substance and application of those laws.

Within the International Business Law module, we will apply the general principles of international commercial law and enhance the judgment students will bring to the responsibilities as entrepreneurs, managers, and consultants. We will apply principles of contract law, company law, employment and consumer law for business, competition law, aspects of international business dispute resolution, and international trade law while resolving case studies addressing the commercial law problems arising in different businesses. This module will analyse rules governing international commercial transactions, *inter alia*, determining the jurisdiction and applicable law. The module will examine a variety of treaties, international agreements that may affect the application and enforcement of international transactions, as well as the role and functions currently developed by various international organisations with the purpose of promoting the harmonisation of laws and the promotion of economic development around the globe. The module will address the regulatory risks, and the role of international business law as gatekeepers to identify and mitigate these risks.

This module will run throughout the semester (14 weeks).

## 1.2 Learning outcomes to be assessed

Upon completion of this module students will be able to:

LO1 Demonstrate systematic understanding of particular legal areas relating to business.

LO2 Critical analyse the policies that drive legal developments within a business context.

LO3 Identify and assess critically the legal implications of business activities and apply critically commercial law principles to a wide range of commercial transactions.

LO4 Research, interpret and investigate critically laws relevant to business, and decisions by the courts on the application of those laws.

### 1.3 Scheduled contact hours

Teaching Contact Hours	56 hours
Independent Study Hours	144 hours
Total Learning Hours	200 hours

## 2 Assessment and feedback

### 2.1 Summative assessment grid

Type of Assessment	Word Count or equivalent	Threshold (if Professional Body-PSRB applies)	Weighting	Pass Mark	Submission due-date & time	Method of Submission & Date of Feedback
A1: Written Assignment Case Study	1500 words (+/- 10 %)	n/a	50 %	50%	Week 8 (date and time TBC)	Via NEO LMS & 10 working days after in-class exercises
A2: Written Assignment Article for Student Legal Research Journal	2000 words (+/-10%)	n/a	50%	50%	Week 15 (date and time TBC)	Via NEO LMS & 10 working days after the assessment

### 2.2 Assessment brief including criteria mapped to learning outcomes

#### 2.2.1 Assessment 1. Written Assignment: Case Study.

In this assessment, students are required to provide answers to specific questions of a case study. Facts of the case will be distributed to the students. It is a seen written assessment. Students based on the legislation, commentaries, relevant case law and academic papers should resolve a given case study.

**Assessment criteria for Assessment 1** (LO1- LO4 will be assessed)

**Assessment criteria for Assessment 1:**

- ❖ **Knowledge and Understanding (40%):** The student has an outstanding knowledge and understanding of the case study material and displays mastery in selecting and critically applying the relevant legal instruments to resolve a complex case study in the field of

international business law. Moreover the student demonstrates in depth and breadth of coverage, as well as awareness of the nature of the given case study.

- ❖ **Cognitive Skills (40 %):** The student shows an outstanding ability to evaluate methodologies critically and to propose solutions to a given case study. The student is able to deal with a range of complex issues, making excellent judgments.
- ❖ **Practical and Professional Skills (10%):** The student should be able to employ critically advanced skills to conduct analysis, displaying an exceptional grasp of legal instruments applicable to a given case study. The student shows professionalism in the application of knowledge and excellent understanding of how to interpret knowledge in the discipline.
- ❖ **Transferrable and Key Skills (10%):** The case study analysis presents minimal grammatical errors and uses a good writing style. Ideas are communicated in written form at a very high level to specialist audiences.

## **2.2.2 Assessment 2: Article for Student Legal Research Journal**

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In this assessment, students are required to write a notable article for Student Legal Research Journal dedicated to showcasing research on the chosen topic. It will give students the opportunity to develop the critical thinking skills needed to succeed in academia and in future career. A sample list of a topics will be provided by the module leader. However, students are free to select topics that are not on a list and it should be agreed on with module leader.

### **Assessment criteria for Assessment 2 (LO1- LO4 will be assessed)**

#### **KNOWLEDGE AND UNDERSTANDING (40 %)**

The student has an outstanding knowledge and understanding of the material and displays mastery of a complex and specialized area of knowledge, with exceptional critical awareness of current problems and new insights in law. Moreover the student demonstrates in depth and breadth of coverage, as well as awareness of the nature of the topic in the chosen article.

#### **COGNITIVE SKILLS (40 %)**

The student shows an outstanding ability to evaluate methodologies critically and to propose new hypotheses. The student is able to deal with a range of complex issues, making excellent judgments.

#### **PRACTICAL AND PROFESSIONAL SKILLS (10%)**

The student should be able to employ advanced skills to conduct research, displaying an exceptional grasp of techniques applicable to own research and advanced scholarship. The student shows originality in the application of knowledge and excellent understanding of how established techniques of enquiry create and interpret knowledge in the discipline. The student is able to evaluate critically, with exceptional insight, a range of literature related to the current research and advanced scholarship in the legal discipline.



## TRANSFERRABLE AND KEY SKILLS (10 %)

The Research Paper presents minimal grammatical errors and uses a good writing style. Ideas are communicated in written form at a very high level to specialist audiences.

For guidance on online submission of assignments, including how to submit and how to access online feedback, please refer to the MIUC Learning Management System student guideline.

## 2.3 Learning materials

The reading list for this module is available on MIUC Learning Management System in the module area.

### 2.3.1 Core textbook(s):

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Goode, R. (2016) *Commercial Law*. 5th ed. London: Penguin. (selected chapters from the book)

Rose, F. (2015) *Nutshells Company Law*. 9th ed. Sweet and Maxwell.

Bell, A. C. (2012) *Nutshells Employment Law*, 5th ed. Sweet and Maxwell.

Dennis, S. and Koenig, C. (2011) *European Competition Law in a Nutshell: A Concise Guide*. Lexxion.

Wilson, C. (2009) *Nutshells: Intellectual Property Law Revision Aid and Study Guide*. Sweet and Maxwell.

### 2.3.2 Other recommended reading:

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Stephan, P. B. (1998). Futility of Unification and Harmonization in International Commercial Law, *The. Va. J. int'l L.*, 39, 743.

Zerk, J. A. (2006). *Multinationals and corporate social responsibility: Limitations and opportunities in international law* (Vol. 48). Cambridge University Press.

Easterbrook, F. H. (1997). International corporate differences: Markets or law?. *Journal of Applied Corporate Finance*, 9(4), 23-30.

DiMatteo, L. A. (1997). International Contract Law Formula: The Informality of International Business Transactions Plus the Internationalization of Contract Law Equals Unexpected Contractual Liability, *L=(ii) 2, An. Syracuse J. Int'l L. & Com.*, 23, 67.

Bonell, M. J. (2009). *An international restatement of contract law: the UNIDROIT Principles of International Commercial Contracts*. Martinus Nijhoff Publishers.

- Lando, O. (2005). CISG and Its Followers: A Proposal to Adopt Some International Principles of Contract Law. *The American Journal of Comparative Law*, 53(2), 379-401.
- Rösler, H. (2007). Hardship in German codified private law: in comparative perspective to English, French and international contract law. *European Review of Private Law (ERPL)*, 15, 483-513.
- Cass, D. Z. (2001). The 'constitutionalization' of international trade law: judicial norm-generation as the engine of constitutional development in international trade. *European Journal of International Law*, 12(1), 39-75.
- Bhala, R. (1998). Myth about Stare Decisis and International Trade Law (Part One of a Trilogy), *The Am. U. Int'l L. Rev.*, 14, 845.
- Stuyck, J. (2000). European consumer law after the Treaty of Amsterdam: Consumer policy in or beyond the internal market?. *Common Market Law Review*, 37(2), 367-400.
- Sobczak, A. (2006). Are codes of conduct in global supply chains really voluntary? From soft law regulation of labour relations to consumer law. *Business Ethics Quarterly*, 16(02), 167-184.
- Schu, R. (1997). The Applicable Law to Consumer Contracts Made Over the Internet: Consumer Protection Through Private International Law?. *International Journal of Law and Information Technology*, 5(2), 192-229.
- Waddington, L. B., & Diller, M. (2002). Tensions and coherence in disability policy: the uneasy relationship between social welfare and civil rights models of disability in American, European and international employment law. *Disability Rights Law and Policy, International and National Perspectives*, 241-280.
- Dowling Jr, D. C. (2001). The Practice of International Labor & Employment Law: Escort Your Labor/Employment Clients into the Global Millennium. *The Labor Lawyer*, 1-23.
- First, H. (2000). Vitamins Case: Cartel Prosecutions and the Coming of International Competition Law, *The Antitrust LJ*, 68, 711.
- Lloyd, P. J. (1998). Multilateral Rules for International Competition Law?. *The World Economy*, 21(8), 1129-1149.
- Noonan, C. (2008). The emerging principles of international competition law. OUP Catalogue.
- Maher, I. (2002). Competition law in the international domain: Networks as a new form of governance. *Journal of Law and Society*, 29(1), 111-136.
- Howell, J. L. (2008). International Insolvency Law. *The International Lawyer*, 113-151.

Westbrook, J. L. (1996). Creating International Insolvency Law. *Am. Bankr. LJ*, 70, 563.

Glosband, D. M., & Katucki, C. T. (1990). Current Developments in International Insolvency Law and Practice. *The Business Lawyer*, 2273-2280.

D'Amato, A. A., & Long, D. E. (Eds.). (1997). *International intellectual property law*. Kluwer law international.

Raustiala, K. (2006). Density and conflict in international intellectual property law. *UC Davis L. Rev.*, 40, 1021.

**Remember to log into MIUC Learning Management System daily to receive all the latest news and support available at your module sites!**

## 3 Things you need to know

### 3.1 Engagement

During the academic year 2020-21, the health, welfare and safety of all our students and staff is our top priority as Spain continues to deal with the ongoing implications of the COVID-19 outbreak.

Face to-face-teaching, access to MIUC facilities and being part of our unique University community are key parts of the excellent student experience at MIUC. We have been working to create a safe and efficient plan that will allow us to deliver these elements when you start with us in the fall semester, subject to government regulation.

MIUC will be ready to teach in September and we are committed to engaging with you as closely as we can, and to ensuring that you have a rich educational experience that is safe and protected to ensure that you continue to get the most from the University life and the city of Marbella.

Whether you are engaging with teaching and learning activities on site or via the MIUC Virtual Learning Environment, we expect the same level of commitment and engagement from you. If you are unable to attend scheduled on site or online activities or complete activities in the timeframes set out, you should let your module leaders know. You should aim to stick to assessment deadlines; if you are concerned that you will not be able to complete your assessments on time, you should talk to your module leaders. Your engagement, whether online or on site, will be tracked and if we see that you are not engaging, we will get in contact with you. However, we encourage you to let us know if you are struggling so we can work with you to find solutions and get you back on track as soon as possible. Give yourself the best possible chance to succeed by engaging with the full range of learning and teaching activities available to you.

### 3.2 Need help, just ask

The University recognises that there are times when you may encounter difficulties during your course of study and provisions are made to help you. If you are struggling with meeting deadlines please talk to us, whether it's your course/module leader, personal tutor or any member of staff, speak to them so they can get you the support you need to succeed. You can extend your deadline if you have a good reason why you are not able to submit a piece of coursework on time, [apply online for an extension](#) before your deadline. An extension will allow you an extra 10 days. When ongoing serious circumstances adversely impact a student's ability to complete assessments on time, a [postponement application](#) may be submitted for the assessment to be taken at the next scheduled opportunity. If an extension is not sufficient and circumstances beyond your control are preventing you from completing your assessment, then you can, [apply online for mitigation](#).

Please remember late submission without extension or mitigation will result in penalties depending on how late it is, see [Academic Regulations](#).

You are reminded that MIUC applies penalties to students who commit an academic offence, in which case the Academic Offences Regulations will be used to deal with any cases of academic misconduct including examination offences, plagiarism and other means of cheating to obtain an advantage.

You are encouraged to seek advice from the Students' Union and counselling service which support you with all aspects of your academic experience by providing advice and guidance to ensure you are fully informed of the academic regulations as well as advocate for student views.

You are expected to behave in line with University expectations, irrespective of whether your interactions with staff and other students are in person or online. As you will be engaging with others online and a range of online materials, it is important to consider how to stay safe online and ensure your communications are secure and appropriate. If you have any questions about how to manage your online activities, please contact your module leader.

If you have an issue about the module, you should speak to your Module Leader or Course Leader informally in the first instance. Your Course Representative can also raise your concerns at Course Committees, which take place each semester. If you are unable to resolve it informally, you should refer to the Complaints Procedure which is outlined in the student handbook and consult the Students' Union about it. The University aims to ensure that issues are resolved informally as quickly as possible to have minimum impact on your studies.

### **3.3 Getting support for your studies**

Throughout your course of study, you will have access to a wide variety of sources of support depending on your individual circumstances and needs. Your first point of call for getting general academic support is your Personal Tutor. As well as approaching your Module Leader with any questions specifically related to your module and your Course Leader with questions on your Course, do contact your Personal Tutor for academic advice in relation your studies and your academic development.

Apart from the University-wide support framework, which encompasses the Module Leaders, Course Leader, the Subject Librarian and your Course Administrator, you will also have at your disposal the MIUC Academic Support Team. The Team offers Academic Skills Workshops throughout the year, helping you to develop skills relevant to your degree. Workshops include for instance Essay Planning and Writing; Critical Thinking; Reflective Writing; Group Work and Presentation Skills.

English Language support and One-to-one academic support opportunities are also available. For

information about all these services, please consult the Academic Office.

### **3.4 Student support**

In addition to the support listed in the previous section, there is also more help offered by MIUC Student services, consisting of Student Life Department, Internship Support, Life Coaching Service and Counselling service. They offer a wide range of support and services consisting of extracurricular activities; Careers and internship support; Student Welfare and Counselling.

Contact Student Services for more information at:

Student Life Department: [student.life@miuc.org](mailto:student.life@miuc.org)

Internship Support: [cristina@miuc.org](mailto:cristina@miuc.org)

Life Coaching Service: Ms. Ana Cantele, [ana.cantle@miuc.org](mailto:ana.cantle@miuc.org)

Counselling Service: Ms. Eva Berkovic, [eva@miuc.org](mailto:eva@miuc.org)

### **3.5 Module evaluation – have your say!**

Towards the end of the module you will be invited to provide some anonymous feedback to the Module Leader through a (online) survey. This is your opportunity to give some direct feedback about the module through a series of questions and free text. Your constructive feedback will help the Module Leader and teaching team to understand the module experience from your perspective and helps inform the development of the module.

<b>1. Weekly Content of the module</b>		
<b>Week 1</b>	<b>Content</b>	Introduction to International Business Law.
	<b>Key concepts / issues</b>	Review syllabus & course calendar.
	<b>Learning and teaching</b>	Class lecture and discussion.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapters 1, 40.
	<b>Independent</b>	Students may begin work on the in class presentation

	<b>study</b>	assignment.
<b>Week2</b>	<b>Content</b>	Basics of International Contract Law.
	<b>Key concepts / issues</b>	The formation of a contract Main points that need to be addressed: <ul style="list-style-type: none"> <li>• Agreement</li> <li>• Offer and acceptance</li> <li>• Certainty and agreement mistakes</li> <li>• Consideration and form</li> <li>• Intention to create legal relations</li> <li>• The content of a contract</li> </ul>
	<b>Learning and teaching</b>	Class lecture and in-class contract negotiating and drafting exercise.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapter 3.
	<b>Independent study</b>	Students may begin work on the in class presentation assignment.
<b>Week 3</b>	<b>Content</b>	Principles of Corporate Law
	<b>Key concepts / issues</b>	Separate legal personality  Limited liability  Corporate Governance
	<b>Learning and teaching</b>	Tutorials and in class analysis of corporate documents.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	Francis Rose (2015) Nutshells Company Law. 9th ed. Sweet and Maxwell.
	<b>Independent study</b>	Students should work on the in class presentation assignment.
<b>Week 4</b>	<b>Content</b>	Consumer Law for Business.
	<b>Key concepts / issues</b>	A consumer guarantees regime.  As unfair contract terms regime.

	<b>Learning and teaching</b>	Discussion and role play.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	Sandra Silberstein (2007) Nutshells Consumer Law. 5th ed. Sweet and Maxwell.
	<b>Independent study</b>	Students should work on the in class presentation assignment.
<b>Week 5</b>	<b>Content</b>	Employment Law for Business
	<b>Key concepts / issues</b>	The nature and purpose of both voluntary and legal regulation in general  The principles that underpin employment and discrimination law  The various roles of courts, tribunals and statutory agencies
	<b>Learning and teaching</b>	Tutorials.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	<a href="#">Andrew C. Bell</a> (2012) Nutshells Employment Law, 5th ed. Sweet and Maxwell.
	<b>Independent study</b>	Students should work on the in class presentation assignment.
<b>Week 6</b>	<b>Content</b>	Basics of Competition Law
	<b>Key concepts / issues</b>	Anti-competitive agreements;  An abuse of a dominant market position.
	<b>Learning and teaching</b>	Lecture and tutorial.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	Sandra Dennis and <a href="#">Christian Koenig</a> (2011) <a href="#">European Competition Law in a Nutshell: A Concise Guide. Lexxion.</a>



	<b>Independent study</b>	Students should finalise in class presentation assignment.
<b>Week 7</b>	<b>Content</b>	Principles of International Trade Law. In Class Formative Assessment: Case Study.
	<b>Key concepts / issues</b>	Most favoured nation principle and the national treatment principle Trade restrictive measures Dispute resolution under WTO
	<b>Learning and teaching</b>	Lecture, discussion and case-law analysis.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapter 32, 33.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 8</b>	<b>Content</b>	Principles of International Trade Law. Summative Assessment: Case Study.
	<b>Key concepts / issues</b>	Most favoured nation principle and the national treatment principle Trade restrictive measures Dispute resolution under WTO
	<b>Learning and teaching</b>	Lecture, discussion and case-law analysis.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapter 32, 33.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 9</b>	<b>Content</b>	Basics of Insolvency Law. Summative Assessment: In Class Exercise.
	<b>Key concepts /</b>	Tests for corporate insolvency.

	<b>issues</b>	The consequences of a company's insolvency. The available insolvency procedures.
	<b>Learning and teaching</b>	Lecture and tutorial.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapter 31.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 10</b>	<b>Content</b>	Fundamentals of Intellectual Property Law
	<b>Key concepts / issues</b>	Patents Trade-marks Copy-rights Unfair Competition Trade Secrets
	<b>Learning and teaching</b>	Lecture and tutorial.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	Caroline Wilson (2009) Nutshells: Intellectual Property Law Revision Aid and Study Guide. Sweet and Maxwell.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 11</b>	<b>Content</b>	Corporate Fraudulent and Criminal Behaviour
	<b>Key concepts / issues</b>	White Collar Crimes
	<b>Learning and teaching</b>	Discussion and critique of academic articles.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	Reading handouts.
	<b>Independent study</b>	Reading and analysing of academic articles.

<b>Week 12</b>	<b>Content</b>	Dispute Resolution Mechanism in International Commerce. International Business Ethics and Corporate Social Responsibility.
	<b>Key concepts / issues</b>	Courts and ADR.
	<b>Learning and teaching</b>	Lecture, tutorial and mock case.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapters 39.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 13</b>	<b>Content</b>	Dispute Resolution Mechanism in International Commerce.
	<b>Key concepts / issues</b>	Courts and ADR.
	<b>Learning and teaching</b>	Lecture, tutorial and mock case.
	<b>Pre session reading</b>	Readings on NEO LMS.
	<b>Literature for this session</b>	McKendrick (2016) R. Goode on Commercial Law. 5th ed. London: Penguin. Chapter 39.
	<b>Independent study</b>	Reading and analysing of academic articles.
<b>Week 14</b>	<b>Content</b>	Course Wrap up. In Class Individual Formative Presentations will be based on the topics of the final Article for Student Legal Research: Journal
	<b>Key concepts / issues</b>	Topics introduced in this course.
	<b>Learning and teaching</b>	In Class Individual Presentations.
	<b>Pre session reading</b>	Academic articles related to the chosen topic.
	<b>Literature for this session</b>	All readings due.
	<b>Independent study</b>	Students should finalise in class presentation assignment.





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