

Learning Objectives

Legal Aspects of International Trade Course Objectives

- List the important clauses that should be included in international trade agreements
- Explain the significance of international treaties and conventions
- Explain the significance of “choice of law” and “jurisdiction” in international contracts
- Identify the basic provisions of the WTO and NAFTA
- Propose ways to limit product defects liability in international markets
- List the reasons why intellectual property, trademarks and inventions must be protected in the global market
- Explain the significance of competition laws and U.S. anti-trust laws
- Identify the basic rights and obligations of buyers and sellers outlined by international sale of goods laws
- Describe the legal issues that arise when engaging in electronic commerce

Chapter 1: An Introduction to International Trade Law—Understanding the legal framework of international trade

- Define international trade law and understand its major branches
- List the different sources and subjects of international law
- Explain the role of some of the organizations that aim to harmonize international business law
- Identify the major legal systems and courts in the world

Chapter 2: Global Trade Agreements and Regional Economic Blocs—Understanding treaties that enhance international trade

- Describe the basic provisions of the World Trade Organization
- Identify measures used to prevent unfair trading practices
- List the major international trade agreements

Chapter 3: International Contracts—Developing international business agreements

- Describe the role of contracts in international commerce
- List some of the common contracts terms
- Explain why it is essential to understand cultural norms when negotiating contracts
- Discuss fraud in international contracts

Chapter 4: Legal Aspects of the International Sale of Goods—Understanding the rules governing international transactions

- Explain when the *Vienna Convention* applies to a contract
- List the important information that must be included in an export sales agreement
- Describe the purpose of a commercial invoice
- Describe the major types of product liability that can be brought internationally

Chapter 5: International Partnership Agreements—Developing successful contracts for foreign partnerships

- List the legal issues that must be addressed in agreements with foreign partners
- Explain the impact of local laws on contracts with foreign partners

Chapter 6: International Intellectual Property Law—Controlling the use of products and processes

- Understand the fundamental elements of intellectual property rights
- Describe how intellectual property can be protected by international treaties and national laws
- Identify the basic elements contained in a licensing agreement
- Recognize the importance of the protection of the IP rights of SMEs

Chapter 7: International Competition and Antitrust Laws—Acting appropriately in the global competitive environment

- Describe the types of behaviours that are prohibited by international competition and antitrust laws
- Contrast the competition law system in the main geographic regions of the world

Chapter 8: Payment and Financial Aspects of International Contracts—Using the most common payment techniques in international trade

- Describe non-payment risks encountered in international trade
- Define letters of credit
- Explain the rules that give letters of credit value in international commerce
- List other forms of financing used in international business

Chapter 9: International Transportation of Goods and Insurance—Understanding the legal concepts involved in transportation

- Describe the legal impact of various contracts of carriage and insurance for international transport of goods
- Explain the legal significance of notice periods and limitations of liability
- Evaluate the various forms of insurance required to cover risks of damage, loss, rejection, non-payment, delay and non-performance

Chapter 10: E-commerce in International Business—Using the internet to conduct business legally

- Explain the main international laws and regulations affecting how trade is conducted online

Chapter 11: Resolution of Disputes—Dealing with Contractual Difficulties and Complications

- Explain why litigation should only be considered to resolve disputes after mediation and arbitration have failed
- Discuss measures that can be included in contracts to anticipate further disputes

Chapter 12: Emerging Issues in International Trade Law—Keeping up to date with changing legal challenges

- Describe the emerging issues involved with international trade

Chapter 13: Business Law in Canada—Applying the Canadian legal system to trade

- Identify the sources of Canadian Law
- Distinguish between Canadian common law and civil code law
- Identify the forms of doing business in Canada
- Understand the various laws that affect business in Canada

Chapter 14: Contract Law and the Sale of Goods in Canada—Creating a trade contract in Canada

- Identify the rights and obligations under both common law and civil law implied by contracts and letters of intent
- State the origins of Canadian contract law
- Describe how an enforceable contract is made under common law and Quebec civil law
- List the basic rights and obligations imposed on buyers and sellers in Canadian law
- Identify the methods by which unpaid sellers in Canada can protect their rights to payment