

SYLLABUS

INTERNATIONAL BUSINESS TRANSACTIONS

SUMMER 2019
3 CREDIT HOURS

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PART 1: COURSE DETAILS

CONTACT INFORMATION

INSTRUCTOR

Instructor: Daniel C.K. Chow

Phone: (614) 292-0948

E-mail: chow.1@osu.edu

Best way to contact: Email

Reply policy: I will try to respond to emails within 24 hours. If you do not receive a reply to your email within a reasonable time, please send it again. Sometimes email is captured by SPAM filter, is addressed incorrectly, or just simply does not get sent.

TECH SUPPORT

For technical support, please contact the Helpdesk at:

Phone: 800-472-8899

Email: support@lawstudentonline.com

COURSE DESCRIPTION

This course will examine the basic forms of international business transactions: the international sale of contracts, technology transfer and intellectual property licensing, and foreign direct investment. The course will also examine the resolution of international business disputes.

COURSE LEARNING OUTCOMES

Upon completion of this course, students will be able to:

- Summarize fundamentals concepts of international business transactions.
- Describe the agency/distribution agreement and the role of Technology Transfer and Licensing in such agreements.
- Define how to implement Foreign Direct Investment.
- Develop and apply resolutions within the context of international business disputes.

PART 2: MATERIALS AND COURSE REQUIREMENTS

READINGS

REQUIRED TEXTS

1. Daniel C.K. Chow & Thomas J. Schoenbaum, International Business Transactions: Problems, Cases, and Materials (3d ed. 2015), ISBN: 978-1-4548-4941-4
2. Chow & Schoenbaum, Documents Supplement for the Third Edition (2015), Paperback ASIN: B011DBWDUY

There is a ISBN for a bundle of both the casebook and the documents supplement: ISBN 978-1-4548-7037-1. If you purchase the bundle, the documents supplement is \$15 saving about \$40 from a separate purchase of each.

TECHNOLOGY REQUIREMENTS

Students are expected to meet basic technology requirements to successfully participate in this online course. Failure to meet these requirements may cause problems accessing the course materials. It is the student's responsibility to ensure all requirements are met prior to the start of the course.

- Access to the Internet is required. While any browser can be used, Firefox and Chrome are recommended.
- Access to Learning Management System. See [Part 3: Accessing the Course](#) for more details.
- You will need the capability to speak and hear so you can watch videos and participate in the live online office hours. Make sure that the device(s) you will be using have a microphone and speakers or that you have access to a headset. A webcam is optional but not required.

PART 3: ACCESSING THE COURSE

TIME ZONES

Please note that this course is setup to run in the Eastern Time zone. Check your syllabus for all assignments deadlines. Modules close on Sundays at 11:59 pm ET.

Eastern	Central	Mountain	Pacific
11:59 PM	10:59 PM	9:59 PM	8:59 PM

As a student in a distance education course, it is your responsibility to learn and observe the time deadlines for assignments. Late work will not be accepted due to time zone differences.

COURSE SITE

The course will be taught entirely online in an asynchronous environment using the Learning Management System – Desire2Learn (D2L).

The course is designed to give students a dynamic online learning experience. Students will receive notice of a student orientation which will familiarize you with the basics of navigating this platform. Students will also receive their log in information (username and password) via email.

To access the course:

- Go to: <https://mycourses.lawonline.me>.
- Enter the username and password you have been provided.
- Locate and click on the course name under *My Courses*.

If you have trouble logging in, please contact the Helpdesk at 800-472-8899 or via email support@lawstudentonline.com

PART 4: COURSE STRUCTURE

OVERVIEW

This course is organized into 6 learning modules. Each module will begin Saturday 12:00 AM ET and end the following Sunday 11:59 PM ET. A typical week will cover 4 – 6 topic areas. Any assignments for a given topic will normally be due at the end of the weekly period unless otherwise indicated.

CONTENT DELIVERY

COURSE LECTURES

Each module will cover 4 – 6 topics, and each topic may feature up to 2 video lectures. Each video lecture runs approximately 15 – 25 minutes long.

READINGS

In each module, you will be required to read assigned chapters from the text. Each chapter should take approximately 4 – 6 hours to read thoroughly and carefully. You will also be asked to review specific pages in preparation for responding to Case Problems.

ASSIGNMENTS

Assignments will make up 10% of your final grade. This 10% represents points for your participation in the class. In each module, you be asked to write answers to problems or questions in the text. Note that there a total of 17 assignments and many of these assignments involve multiple sets of problems so it is important that you budget your time effectively for each week of the course. Your participation in the two group discussions is also considered to be assignments and will form part of the 10% of your final grade allotted to assignments. As these assignments are participation points you will receive points for the assignments automatically if you hand the assignment in on time. However, no points will be awarded for assignments that are handed in late or that, in the instructor's view, do not demonstrate any effort or any basic understanding of the materials. I will choose a few assignments to review each week before posting a representative answer in the News area of the course homepage.

You should expect to spend at least 30 minutes on each assigned problem before submitting it to the associated Assignment Dropbox.

Please refer to the course schedule for due dates and times.

DISCUSSIONS

There are two discussions within the scope of this course. You are expected to compose an original response to the question(s).

Posts should be a minimum of 50 words. Please do not go over 300 words for any one discussion post. **Please refer to the course schedule for due dates and times.**

FINAL EXAM

The exam will cover the video lecture material, any assigned problems in the casebook (problems you handed in or problems that I discuss in the lectures) and assigned readings. It assumes that you have read all of the class assignments carefully and thoroughly.

Exam Format & Layout

The final exam will consist of 100 multiple choice questions worth 16.1 points per question. You will have 2 ½ hours to complete the exam. You will have until 8:59 PM ET, on July 12, 2019 to start your exam in our online course.

PART 5: STUDENT RESPONSIBILITIES

MANAGING YOUR STUDIES

The following attributes will greatly contribute to your success in this course.

- *Be self-motivated.* You should be able to manage and direct your own learning environment and methods to fulfill course requirements and achieve individual academic success.
- *Be an independent learner.* Successful online students are self-starters. They work well with the flexibility that the 24/7 any time--any place format provides. You should be able to learn on your own and at an accelerated pace without direct supervision.
- *Have a minimum level of computer literacy.* Although it is not essential to have advanced computer skills, you should possess a working knowledge of email, the Internet, as well as basic keyboarding skills.
- *Manage your time well.* You must be able to organize and plan your own best "time to learn." There is no one best time for everyone, but the key to success is to make the time to learn.
- *Acquire effective communication skills.* You must use email and discussions to communicate with your peers and me. The ability to read and to write clearly to communicate ideas and assignments is essential. Also, sharing reflections - of your own work as well as your course mates' - is a crucial component of a successful experience. This method provides you with rapid feedback as well to inform me of any concerns or problems that you may be experiencing.
- *Be personally committed to successfully completing this online course.* Because of the flexibility in scheduling in this course, you must have a strong desire to learn and acquire knowledge and skills via online courses. Making a commitment to learn in this manner is a very personal decision and requires a strong desire to perform to achieve academic success.

RESPECTING THE ACADEMIC COMMUNITY

Netiquette consists of the rules and guidelines for acceptable behavior in electronic communication. Remember, while working in an online course you are in an academic setting and should conduct yourself accordingly.

All students are expected to follow netiquette guidelines as outlined below:

- You are not text messaging friends. This means text message acronyms (such as LOL, IMHO, BCNU, etc.) are not acceptable. Express yourself with proper spelling, grammar, and punctuation.
- Out of respect for your fellow course mates' and instructor's time, keep your

communications as clear, straightforward, and concise as possible.

- Use appropriate mixed case text; avoid using all lowercase or all uppercase text (SHOUTING).
- You are your words. Your communication in an online course represents you. Always review and edit your communication before submitting.
- Give respect to your classmates. Be courteous, respectful of others' opinions, sensitive to diversity, and polite.
- Respect other people's privacy. Do not share other individual's personal information (i.e., e-mail addresses, phone numbers, etc.) without permission.
- It's okay to disagree with someone's opinion or constructively criticize an idea. It is never okay to personally attack another student. Debate the idea; do not attack the person.
- Free speech is not an absolute right in an online course.
- Obey copyright laws and cite others' work appropriately.

INSTRUCTOR EXPECTATIONS OF STUDENTS

- Students are expected to keep up with the class, to read the required readings, to watch the required lecture recordings, and to submit assignments and activities by Sunday at 11:59 PM ET of the week the topic is covered.
- Students should log on to D2L at least every other day to check for announcements.
- Students are expected to independently complete all activities and the final exam.
- Students are expected to read the required readings each week before reviewing the lectures.
- To receive maximum points for questions, students need to follow the instructions carefully, follow word limits as instructed, and use Spell Check. There will be deductions if these guidelines are not followed.

PART 6: GRADES AND GRADING POLICIES

GRADED COURSE ACTIVITIES

The following formula will be used to calculate your final grade:

Points	Description
170	Case Problem Assignments and Questions
20	Discussions
1610	Final Exam
1800	Total Points Possible

GRADING SCALE

Your grade will conform to your school's grading policy as to whether +s and –s are given and to any applicable grading curve.

GRADING POLICIES

This course consists of a series of activities and assessments to assist you in achieving the objectives of the course and instructional units. Each week you will watch lecture videos, complete readings from the text, and respond to assigned Case Problems. Late submissions on Case Problem Assignments will not be accepted, and students will automatically receive a zero if an assignment is not uploaded before the due date.

PART 7: OTHER COURSE POLICIES

See school policies on matters of Academic Integrity and Student Conduct. Matters involving integrity or Honor Code issues will be transmitted to school administration.

ATTENDANCE

This course is delivered asynchronously to accommodate students' other life obligations. Students must access each lecture for an appropriate amount of time, participate substantively in the Case Problem Assignments, and complete the Final Exam by set due dates. Students' attendance responsibilities follow school policy. Any questions will be referred to school's administration.

SPECIAL ACCOMMODATIONS

Contact school about requests for special accommodations and ask that they send granted accommodations to support@lawstudentonline.com

PART 9: COURSE TOPICS

The following is a list of topics which will be covered in the course. Please refer to the course schedule for details on topics, assignments, and due dates. Any change related to the course schedule will be communicated to the students through an announcement to all students or by modifying the course syllabus and notifying students of the modified syllabus.

Module	Topic
1	Introduction and Background Considerations
2	International Sales Transactions
3	The Sales Contract
4	The Letter of Credit
5	Agency, Distributorships, and Technology Transfer and Licensing
6	Foreign Direct Investment (FDI)