

**International Business Transactions, Law 754,  
Winter 2006  
Professor Colin Picker**

**Syllabus and Draft Course Outline**

**1. General Information**

Class meets Mondays and Wednesday 3 to 5:50 PM, Room 2-200A

This class will meet in condensed form. Instead of 14 weeks of class, this class will meet twice weekly for 7 weeks (with appropriate breaks provided).

Such an arrangement will allow employment of group discussions, simulations, paper presentations, and allow for periods between and after the two sessions for research and writing of the required class paper.

The class will meet during the weeks of:

February 6<sup>th</sup> through February 27<sup>th</sup>

March 13<sup>th</sup> through April 5<sup>th</sup>

There will be no class Wednesday March 29<sup>th</sup>.

There may also be a mandatory one-hour Westlaw, Lexis or Librarian international law resources/research training session during the early part of the semester in the computer lab in the library. If so, attendance will then be taken at that session.

**Office Hours:** Anytime by appointment or knock on the door - Room 2-307

**Contact information:** My office number is 816 235 5928, e-mail is [pickerc@umkc.edu](mailto:pickerc@umkc.edu)

**2. Materials**

Folsom, Gordon, Spanogle and Fitzgerald's International Business Transactions: A Problem-Oriented Coursebook, 8th edition (American Casebook Series). ISBN: 0314160051

**3. Rough/Draft Course Outline**

- A. The Backdrop to International Business Transactions.
- B. Overview of the Regulation of International Trade
- C. International Investment
- D. Miscellaneous Barriers to International Transactions
- E. International Transaction Disputes

- F. Modern Issues
- G. The Nuts and Bolts of an International Sale.
- H. International Negotiations
- I. International Research Techniques
- J. Industry Perspectives

### **3. Course Evaluation**

Based on 100% Class Paper, due April 24th. Additionally, student grades may be raised or reduced by one letter grade based on class performance/preparation.

I reserve the right to administer occasional 5-minute spot quizzes in order to assist my determination of student class preparation.

### **4. Industry Perspectives Presentations**

Students will investigate and research the issues confronting particular industries as those industries seek to perform in the international arena. Research and investigative techniques will be discussed early in the semester during class, and then students will choose their industry.

The paper will comprise 5000 words or less (footnotes not included i.e. do not worry about footnotes counting towards your total word count, i.e. I require good and correct citation). Penalties may be imposed for violation of this limitation, including, but not limited to, striking any words beyond the limit.

Students will present a progress report (ten minutes) on their findings for class discussion during the last three week period of class. Papers are due the first day of the exam period, April 24th. There are thus two full weeks after the last class in which the paper may be completed, as well as two weeks in the middle during which papers may be researched and drafted.

Examples of pertinent industries include:

- Aerospace
- Automotive
- Biotech
- Clothing/Textiles
- Computer (Hardware and/or Software)
- Defense Industries
- Fast Food/Restaurant Chains
- Law/Professional Firms
- Movie
- Oil
- Retail Merchandising
- Sports Industry
- Steel

Sugar  
Telecom  
Tobacco  
etc.

As examples, I will make available copies of previous years' best such industry perspectives papers.

Students may submit a draft paper during the during the week of the 20<sup>th</sup> to the 24<sup>th</sup> of March, but not at any other time.

During the semester students will be asked to submit a description of the industry to be covered, a list of sources, and an outline. Failure to submit these requirements at the scheduled time may result in reduction of the paper grade.

## **5. Attendance Policy**

UMKC School of Law **Attendance Policy** applies. Violations may result in forced withdrawal or a failing grade.

## **6. Initial Reading Assignments**

### **Monday Feb 6th: Intro to IBT & Int'l Trade (GATT Articles I, II, & III)**

Case Book pages 2 to 45, 357-60, 361 to 390

Review GATT 1994 (and 1947) at:

[http://www.wto.org/english/docs\\_e/legal\\_e/legal\\_e.htm#goods](http://www.wto.org/english/docs_e/legal_e/legal_e.htm#goods)

### **Wednesday Feb 8th: Customs Classification & Non-Tariff Trade Barriers (& Article XX)**

Case Book pp 391 to 403, 408-414, 429-431, 438-451, 454-465

### **Monday Feb 13th: Trade in Services, Article XXI, Agreement on Agriculture**

Review WTO's Agreement on Agriculture at:

[http://www.wto.org/english/docs\\_e/legal\\_e/legal\\_e.htm](http://www.wto.org/english/docs_e/legal_e/legal_e.htm)

Review WTO's General Agreement on Trade in Services (GATS) at:

[http://www.wto.org/english/docs\\_e/legal\\_e/legal\\_e.htm](http://www.wto.org/english/docs_e/legal_e/legal_e.htm)

Portions of WTO Case: *United States - Measures Affecting the Cross-Border Supply of Gambling and Betting Services - AB-2005-1 - Report of the Appellate Body*, at:

[http://www.wto.org/english/tratop\\_e/dispu\\_e/cases\\_e/ds285\\_e.htm](http://www.wto.org/english/tratop_e/dispu_e/cases_e/ds285_e.htm)

**Wednesday Feb 15: Regional Trade Agreements, & Developing Countries**

Colin Picker *Regional Trade Agreements v. the WTO: A Proposal for Reform of Article XXIV to Counter this Institutional Threat*, 26 U. PA. J. INT'L ECON. L. 267, 269- 284 (2005) (Available on Westlaw and Lexis)

Review U.S.-Israel Free Trade Agreement (Aug. 19, 1985) available at:

[http://www.mac.doc.gov/tcc/data/commerce\\_html/TCC\\_Documents/IsraelFreeTrade.htm](http://www.mac.doc.gov/tcc/data/commerce_html/TCC_Documents/IsraelFreeTrade.htm)

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Case Book pages 499-505, 511-517