

Number of ECTS credits : 2

Course language : Anglais

Course leader : AUDRAN-LY Anne

Speakers : DURAND Wilfried , STERN Michèle

≡ COURSE DESCRIPTION

This course presents different legal systems, different commercial contracts, the law applicable to international contracts as well as competition law. It allows further analysis of proposed contracts in the course Fundamentals of law. It especially helps students who wish to specialize in marketing to develop an international perspective.

≡ COURSE OBJECTIVES

Provide the useful legal tools to develop worldwide business

Students will be able to :

- Gain basic skills to develop worldwide businesses
- Understand how a difference in cultures may influence contractual relationships
- Know the main international organizations who may influence international business
- Discover the different types of commercial contracts and the different rules applicable to international contracts

≡ LEARNING GOALS

LG05 - Action : Evaluate, prevent and manage short, medium and long-term risks

≡ TACKLED CONCEPTS

International contracts – usual contract clauses – negotiation – arbitration – international business – competition – worldwide sales of goods

≡ LEARNING METHODS

Cases and presentations

≡ ASSIGNMENTS

6H

≡ BIBLIOGRAPHY

- ALFREDO, Pierre, « L'essentiel du droit du commerce international : fiches de cours et exercices corrigés », ELLIPSES, 2014
- CHATILLON, Stéphane « Droit des affaires internationales », VUIBERT, 5ème ed, 2011
- CHATILLON, Stéphane « Le Contrat international », VUIBERT, 4ème ed, 2011
- GLENN, H. Patrick, « Legal traditions of the world », OXFORD U.P, 5ème ed, 2014
- KENFACK, Hugues, « Droit du commerce international », DALLOZ, Mementos, 4ème ed, 2012

≡ EVALUATION METHODS

100 % : Examen

≡ SESSIONS

1

Contracting in an international environment

LECTURE : 03h00

Introduction : Comparison of the different legal systems and presentation of the international organisations

I - The different types of commercial contracts

2

Contracting in an international dimension

LECTURE : 03h00

II - Specific features of international contracts

3

Contracting in an international dimension

LECTURE : 03h00

III - Contract law and usual clauses

4

Understanding the competition rules

LECTURE : 03h00

I - Restrictive agreements

II - Abuses of dominant position

5

Understanding competition rules

LECTURE : 03h00

III - Concentrations

IV - Business relations
