

Number of ECTS credits : 2

Course leader : AUDRAN-LY Anne

Faculty :

≡ COURSE DESCRIPTION

This course presents different legal systems, different commercial contracts, the law applicable to international as well as competition law contracts. 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

LO02 - Analysis : Analyse complex situations

LO03 - Analysis : Use cross-disciplinary approaches

LO05 - Action : Evaluate, prevent and manage short, medium and long-term risks

LO10 - CSR : Identify and understand stakeholder interests

LO13 - Cooperation : Communicate and interact in diversified contexts

≡ TACKLED CONCEPTS

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

≡ LEARNING METHODS

presentations

≡ ASSIGNMENTS

6H

≡ BIBLIOGRAPHY

• P. Glenn « Legal traditions of the world », Oxford U.P. 4th ed°, 2010; • J. Beguin et M. Menjucq (dir.) « Traité de Droit du commerce international », Lexis-nexis, 2ème éd°, 2011 • H. Kenfack, « Droit du commerce international », Dalloz coll. Mementos, 4ème éd°, 2012 • S. Chatillon, « Le contrat international », Vuibert, 4ème éd°, 2011 “Droit des affaires internationales”

≡ EVALUATION METHODS

100 % : Examen

≡ SESSIONS

1

Le management dans une dimension internationale

LECTURE : 00h00

- 1 - Comparaison des différents systèmes juridiques
 - 2 - Présentation des organisations internationales
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2

Contracting in an international dimension

LECTURE : 00h00

1 - Different types of commercial contracts

3

Contracting in an international dimension

LECTURE : 00h00

2 - Specific features of international contracts

4

Contracting in an international dimension

LECTURE : 00h00

3 - Contract law and usual clauses

5

Understanding the competition rules

LECTURE : 00h00

- 1 - Restrictive agreements
 - 2 - Abuses of dominant position
 - 3 - Concentrations
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