

Name	International Business Law
Component modules	
Scientific-disciplinary sector	GIUR-02/A
Year of course and semester of provision	2 nd year, 1 st sem
Teaching language	English
Didactic load in university formative credits	6
Number of hours of total assisted teaching activities divided between DD and ID	Delivered Didactic: 36 Interactiv Didactic: 6
Lecturer	Stelio Campanale
Specific learning outcomes	At the end of the course of study, the student will have acquired basic and institutional knowledge of the International trade law and, in general, of the main factors of the commercial agreements and of commercial disputes between States or companies. In particular, the student will have acquired knowledge of the principles and contents of international conventions which rules the international trade of goods and services and the purposes of the WTO, as well as of type of agreements, rules, principles and practices applied between companies in the field of international trade. By virtue of knowledge acquired during the course, the student will be able to understand and to explain to any counterpart an overview of problems and topics of the international commercial relations and of the remedies envisaged by the competent International Organization, governmental or not. At the end of the course of study, the student will have acquired basic and institutional knowledge of the contractual instruments that an enterprise can apply according to the type of business relationship that it wants to develop with a foreign counterpart. Furthermore, the student will have learned about: researching the sources of law from which to draw the most common rules or practices to be applied in the "international contracts"; choosing the most appropriate - also from customs & duties prospective - delivery terms among the INCOTERMS CCI 2020 ones, the instruments of payment and protection to guarantee the successful completion of a contract of sale and of an international contract; deciding the applicable law and proper jurisdiction to a business relation. Through the theoretical knowledge acquired by studying and the practical examples provided to him during the lessons, the student will be able to understand and, therefore, to orientate itself in adopting or proposing to an interested party the types of agreement, articles or contractual clauses more appropriate in view of the international deal to be concluded.
Program	The General Agreement on Tariffs and Trade (GATT – GATTS- TRIP's). The World Trade Organization. The sources of the International Trade Law: domestic law, customary rules, international conventions, model laws, Unidroit principles of law in the international trade. Lex mercatoria vs. National regulations. Letter of Intent, Memorandum of Understanding, preliminary contract. The negotiation and drafting of an international commercial agreement: Applicable law and competent venues. Alternative Dispute Resolutions instruments. The purpose of the general/special terms and conditions of sale/purchase. The 1980 Vienna Convention on the International Sale of Goods. Obligation to delivery the goods sold. Incoterms CCI 2020 and custom related aspects. International payment instruments (CAD-COD-Letter of credit). Bond agreements (Bid Bond-Advanced Payment Bond- Performance Bond-Retention Payment Bond-Maintenance Bond). The various types of international distribution agreements (distributorship, agency, business broker, consignment, franchising).
Types of didactic activities and relative methods of carrying them out	36 hours of lectures (DE), according to the academic calendar. In addition to lectures, the course also involves 6 hours of interactive teaching (DI) that will take place in the classroom and present specific agreements mainly real drafts of Letter of Intents and of International sale agreement focusing on payments instruments and delivery terms.
Learning evaluation methods and criteria	The exam is held in oral form, with a total duration of about 25 minutes, performed by means of, about, five questions asked in an open-answer method. The students are requested to study all the program. The criteria to evaluate the outcome of the study are the student capacity:

	- to express in a clear, complete and appropriate way the main scope, goal and content of International agreements and conventions regarding the free trade of goods and services, the functions and operational structure of WTO; the role of UE in the organization and development of international trade; the sources of the international trade law; terms and conditions to be applied to commercial agreements; the proper method of payment; the differences between the various INCOTERMS CCI 2020; the appropriate bond according to the specific interest to be ensured; the criteria for the choice of the applicable law to a contract and the competent Court or alternative dispute resolution system. - to chose or suggest the appropriate type of agreement or contractual term or condition, depending on the case or example proposed by the examiner.
Criteria for measuring learning and assigning the final grade	Marking in thirties; from 18 to 30/30 <i>cum laude</i> taking in consideration: answer to all questions asked; clarity, adequacy and completeness of answer; capability to provide the appropriate solution to the case or practical example put by the examiner; fluent expression. Wrong or lack of responses to more than half of the questions determine the failure of the exam.
Prerequisites	To have an adequate knowledge of private law.
Didactic material used and recommended didactic material	S. Campanale, Diritto degli scambi internazionali, Giuffrè Francis Lefebvre Editore, second edition, 2025. Draft of agreements, subject of the course programme.