

## INTERNATIONAL BUSINESS TRANSACTIONS (LAW 559-3 § 001)

Fall 2025

Professor Jazna V. Oqueli -Juarez

**Class sessions:** 251

**11:00 a.m.-12:15 p.m.,** Monday & Wednesdays

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**Textbook:** International Business Transactions, Problems, Cases, Materials  
Chow-Schoenbaum, Fourth Edition, Wolters Kluwer

**Office Hours:** By appointment.

### Course Description:

The International Business Transactions course is designed to help students understand the distinction between private and public international transactions. The primary focus will be on private transactions—those conducted between individuals and corporations across national borders.

Students will explore the legal, cultural, and practical dimensions of conducting business internationally, including the advantages, disadvantages, and risks involved. The course will also introduce key international forums and institutions that govern and facilitate global commerce.

Throughout the course, we will examine various forms of international business arrangements, such as:

- International sales contracts
- Agency and distributorship agreements
- Technology transfer and licensing
- Foreign direct investment

In addition to theoretical knowledge, students will develop practical skills essential for international business lawyers, with particular emphasis on negotiation techniques and understanding applicable international regulations.

**Learning Objectives:** By the end of this course, students will be able to:

Identify and differentiate various types of international business transactions.

Understand the role of legal professionals in international transactions, including the unique challenges they face.

Analyze both legal frameworks and cultural dynamics that influence international business dealings.

Gain familiarity with international rules and regulations governing cross-border transactions.

### Required Reading:

The reading assignments for this course will be drawn from Chow & Schoenbaum, *International Business Transactions: Problems, Cases and Materials* (Aspen Fourth Edition). Some additional readings may be distributed and/or assigned during class.

### Workload Expectations:

The American Bar Association standards for accrediting law schools contain a formula for calculating the amount of work that constitutes one credit hour. According to ABA Standard 310(b)(1), “a “credit hour” is an amount of work that reasonably approximates: (1) not less than one hour of classroom or direct faculty instruction and two hours of out-of-class student work per week for fifteen weeks, or the equivalent amount of work over a different amount of time. This is a 3-credit hour class, meaning that we will spend two 1 hour 15-minute blocks of time together each week (a 150-minute block each Tuesday and Thursday). The amount of assigned reading and out of class preparation should take you about 3 hours for each class session and 6 hours for the week. All told, applying the ABA standard to the number of credits offered for this class, you should plan on spending a total of 9 hours per week (3 in class and 6 preparing for class) on course-related work.

### Evaluation:

Your grade will be based on the following factors:

- Case analyses 35%
- Class presentation 15%
- Investigation and essay 20%

- Contract drafting 15%
- Class participation 15%

The grades of students who have elected to take this course with S/U grading will be converted by the Registrar according to the following scale: 2.1 or greater = Satisfactory; below 2.1 = Unsatisfactory. Only students who receive a satisfactory grade will earn academic credit for the course.

### **Collaboration and Plagiarism:**

In this class, there will be some assignments where collaboration is allowed and even encouraged and others where it is not. As a rule, other than graded assignments, you are allowed to discuss assignments with any other student currently in the class, but you are not allowed to rely on any written materials from any other person.

Plagiarizing another's work, in whole or in part, is a violation of the Honor Code and can lead to serious penalties, including expulsion. An Honor Code investigation must also be reported to the Bar Examiners, even if you are cleared of any violation. The Honor Code defines plagiarism as:

*passing off another's ideas, words, or work as one's own, including written, oral, multimedia, or other work, either word for word or in substance, unless the student author credits the original author and identifies the original author's work with quotation marks, footnotes, or other appropriate designation in such a way as to make clear the true author of the work.*

### **Emergency Procedure:**

Southern Illinois University Carbondale is committed to providing a safe and healthy environment for study and work. Because some health and safety circumstances are beyond our control, we ask that you become familiar with the SIUC Emergency Response Plan and Building Emergency Response Team (BERT) program. Emergency response information is available on posters in buildings on campus, available on BERT's website at [www.bert.siu.edu](http://www.bert.siu.edu), Department of Safety's website [www.dps.siu.edu](http://www.dps.siu.edu) (disaster drop down) and in Emergency Response Guideline pamphlet. Know how to respond to each type of emergency.

Instructors will provide guidance and direction to students in the classroom in the event of an emergency affecting your location. It is important that you follow these instructions and stay with your instructor during an evacuation or sheltering emergency. The Building Emergency Response Team will provide assistance to your instructor in evacuating the building or sheltering within the facility.

If you have any questions about emergency procedures, please contact Judi Ray ([judiray@siu.edu](mailto:judiray@siu.edu)).

### **Disability Policy**

Disability Support Services provides the required academic and programmatic support services to students with permanent and temporary disabilities. DSS provides centralized coordination and referral services. To utilize DSS services, students must come to the DSS to open cases. The process involves interviews, reviews of student-supplied documentation, and completion of Disability Accommodation Agreements. <http://disabilityservices.siu.edu/>. Upon completion of a Disability Accommodation Agreement with DSS, students should bring the agreement to the School of Law Registrar's Office to ensure the School of Law provides the proper classroom and examination accommodations.

### **Saluki Cares**

The purpose of Saluki Cares is to develop, facilitate and coordinate a university-wide program of care and support for students in any type of distress—physical, emotional, financial, or personal. By working closely with faculty, staff, students and their families, SIU will continue to display a culture of care and demonstrate to our students and their families that they are an important part of the community. For Information on Saluki Cares: (618) 453-5714, or [siucares@siu.edu](mailto:siucares@siu.edu), <http://salukicare.siu.edu/index.html>. At the School of Law, Assistant Dean Judi Ray is also available to help students access university resources. Her email is [judiray@siu.edu](mailto:judiray@siu.edu), and her phone number is 618-453-3135.

### **Class Attendance and Preparation:**

You are expected to attend classes on a regular basis and be on time. Absences will be dealt with in accordance with the law school rules and are likely to result in a grade reduction or withdrawal from the course. Attendance will be taken daily. You are responsible for making sure you sign in each day and for keeping track of your absences. If you enter the

room after the class has begun, you may not sign the attendance sheet. Your signature on the attendance sheet constitutes a representation that you have read the assigned material and are prepared to discuss it in an intelligent fashion.

If you are unprepared for class but would like to attend and receive the benefit of the class discussion: (1) do not sign the attendance sheet; (2) give me a note at the start of class with your name and the date. A day of “noting out” counts as one of your permitted absences.

### **Classroom Etiquette:**

Please be courteous to the others in the classroom by keeping distractions to a minimum, turning off any noise-making devices, and giving the class your full attention. You are welcome to use laptops in the classroom for note-taking and other authorized tasks. However, other uses of technological devices are likely to be distracting and possibly even offensive to other persons in the classroom and are therefore prohibited. If I believe there is a problem with improper usage of laptops or other electronic devices in class, I reserve the right to ban them. If it is absolutely necessary for you to leave the classroom while class is in session, please do not disrupt the class upon entering or exiting the room.

### **D2L**

The syllabus and reading assignments are or will be posted on D2L, as well as other relevant information.

### **Tentative schedule:**

This is the proposed schedule for the semester. It may have some variations over the course of the semester depending on the discussions/questions that we are involved in. Any change will be included and posted on a revised Syllabus. For each class I have included the reading assignment from our text, we will analyze the suggested reading assignments and discuss notes, questions and problems.

#### **Day 1. Monday August 18.**

Welcome! Introduction.

Chapter 1

Chow & Schoenbaum Background Considerations, Role of Counsel, Cultural Issues, Growth of International Business, Modern Forms, New Developments, (pp. 1-25). Consider problems 1-1 to 1-5

#### **Day 2. Wednesday August 20.**

The Legal Framework of International Business Transactions. Relationship of sources of International Law to Domestic Law. Chow & Schoenbaum (pp 25-37). Consider problem 1-6 to 1-8.

#### **Day 3. Monday August 25.**

Tax Considerations. Chow & Schoenbaum (pp 37-45). Consider problem 1-9

#### **Day 4. Wednesday August 27.**

International Economic Law. Chow & Schoenbaum (pp 45-60). We will reflect and discuss the notes and questions at the end of page 60.

#### **Day 5. Monday September 1st (Labor Day-Campus Holiday)**

*Out of class assignment due Date. International Economic Law. Chow & Schoenbaum (pp 45-60). Provide answers and considerations to problem 1-10*

**Day 6. Wednesday September 3rd**

Chapter 2 International Sale of Goods.

Overview of the International Sale Chow & Schoenbaum (pp 61-79). Analyze forms 2-1 to 2-3. Provide answers to questions on page 69. Please send by email, we will not meet in class on this day.

**Day 7. Monday September 8.**

Commercial Terms. Interpretation of Commercial Terms. (pp 79-102). Consider problems from 2-4 to 2-6

**Day 8. Wednesday September 10**

Contracts of Affreightment and the Bill of Lading, Chow & Schoenbaum (pp. 102-136)

**Sunday September 14.**

*Out of class assignment Due Date.* Commercial Terms. Interpretation of Commercial Terms. (pp 79-102). *Provide answers and considerations to problem 2-6*

**Day 9. Monday September 15.**

Insurance and Export Trade Matters, Import Trade Matters, Chow & Schoenbaum (pp. 136-163). Consider problems 2-9, 2-10. Provide answers and considerations-in class presentation to problems 2-14, 2-15, 2-16

**Day 10. Wednesday September 17.**

Import Cases, Chow & Schoenbaum (pp. 164-179). Consider problems 2-18, 2-19

**Day 11. Monday September 22.**

Chapter 3: The Sales Contract

Choice of Law, CISG, Other Issues Related to Scope; Formation of the Contract Chow & Schoenbaum (pp. 181-206). Consider problems 3-2, 3-5

**Day 12. Wednesday September 24.**

Formation of the Contract cont'd, Payment by Buyer and Excuse, Remedies, Chow & Schoenbaum (pp. 206-242). Consider problems 3-10, 3-14, 3-15

**Day 13. Monday September 29.**

Chapter 4: The Letter of Credit

Overview, Independence Principle, pp. 243-258. Strict Compliance, Chow & Schoenbaum (pp. 258-270)  
Consider problems 4-1

**Day 14. Wednesday October 1st.**

Fraud, Standby Letters of Credit, Chow & Schoenbaum (pp 270-298).

Sunday October 5

*Out of class assignment Due Date. Overview, Independence Principle, (pp. 243-258). Provide answers and considerations to problem 4-7*

**Day 15. Monday October 6.**

Chapter 5: Non-Establishment Forms of Business

Introduction, Distribution Agreement, Local and Regional Laws, Chow & Schoenbaum (pp 299-325). Consider problem 5-4.

**Day 16. Wednesday October 8**

Technology Transfer and Licensing, Chow & Schoenbaum (pp. 325-340) Notes and questions on p. 329 to be analyzed and discussed during class.

**Day 17. Monday October 13**

Patent Licensing Agreement, Business Format Franchising, Chow & Schoenbaum (pp. 340-365)

**Day 18. Wednesday October 15**

Chapter 6: Foreign Direct Investment

Decision to Invest, Traditional International Investment Law, Chow & Schoenbaum (pp. 367-381)

**Day 19. Monday October 20**

Multilateral and Bilateral Investment Treaties, United States-Mexico-Canada Agreement USMCA, *substituted NAFTA*, WTO, Chow & Schoenbaum (pp. 381-434). Analyze the Marvin Feldman V. Mexico Case p. 422.

(Guest Speaker)

**Day 20. Wednesday October 22**

Foreign Corrupt Practices Act Pg. 434-447 (Out of class assignment\*)

(Guest Speaker)

**Sunday October 26**

*Out of Class Assignment Due date Mid Term Essay on Free Trade Agreements (United States-Mexico-Canada Agreement USMCA, substituted NAFTA (Background-Chow & Schoenbaum (pp. 420-434)*

**Day 21 Monday October 27**

Investment Outline and Four Freedoms in the EU, Chow & Schoenbaum (pp. 458-468)

We will start discussing EU Competition Law Chow & Schoenbaum pp. (468-470)

**Day 22 Wednesday October 29**

EU Competition Law Chow & Schoenbaum pp. (468-491 Problem 6-12)

**Sunday November 2nd.**

*Out of class assignment Due Date. Foreign Corrupt Practices Act Pg. 434-447). Provide answers and considerations to problem 6-7*

**Day 23 Monday November 3<sup>rd</sup>.**

FDI in China Chow & Schoenbaum pp. (491-526)

**Day 24 Wednesday November 5**

FDI in Brazil, Chow & Schoenbaum (pp. 526-556)

**Day 25 Monday November 10**

Chapter 7. Protecting Intellectual Property Rights (pp. 557-618)

**Day 26. Wednesday November 12**

Chapter 7. Intellectual property (Guest Speaker)

**Day 27 Monday November 17**

Chapter 8 Dispute resolution (pp. 619-691)

(Guest Speaker)

**Day 28 Wednesday November 19**

Chapter 9: Corporate Social Responsibility

Contract due date.