

## FICHA TÉCNICA DE LA ASIGNATURA

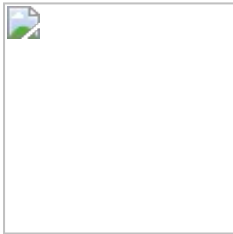
<b>Datos de la asignatura</b>	
<b>Nombre completo</b>	Contratación Internacional
<b>Código</b>	E000006793
<b>Impartido en</b>	Grado en Derecho y Grado en Relaciones Internacionales (E-5) [Quinto Curso]
<b>Nivel</b>	Reglada Grado Europeo
<b>Cuatrimestre</b>	Semestral
<b>Créditos</b>	4,5 ECTS
<b>Carácter</b>	Optativa (Grado)
<b>Departamento / Área</b>	Área de Derecho Mercantil Departamento de Derecho Económico y Social

<b>Datos del profesorado</b>	
<b>Profesor</b>	
<b>Nombre</b>	Ignacio Ramos Villar
<b>Departamento / Área</b>	Departamento de Derecho Económico y Social
<b>Despacho</b>	Professor´s Room (Law School)
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## DATOS ESPECÍFICOS DE LA ASIGNATURA

<b>Contextualización de la asignatura</b>
<b>Aportación al perfil profesional de la titulación</b>
<p>The course examines the legal framework of international contracts, including the international organizations and uniform rules promoting and governing international contracts, the structure of international contracts, the management of risk in international contracts (including credit risk and insolvency risk), and the main instruments and financing structures present in international contracts, concluding with a brief analysis of the issues that will be affecting international contracts in the next years. These topics are considered generally and in specific comparative context across countries and across types of transactions.</p>

<b>Competencias - Objetivos</b>
<b>Competencias</b>
<p>Generic Competences</p> <ul style="list-style-type: none"><li>• Instrumental</li></ul>



General basic knowledge in the field of study (CGS 11)

Decision-making and problem-solving (CGI 06)

Specific competences of the subject

- Conceptual (knowing)

Gaining a broad view of rules governing international contracts, its main areas and legal sources (CEA 04). Understanding the implications of international contracts for business and market players.

- Procedural (doing)

Developing a critical view on international trade-related issues and rules.

- Professional (knowing how)

Properly appraising a contractual and/or business/financial risk situation under international uniform law and practice, and extracting its legal and business consequences.

## **BLOQUES TEMÁTICOS Y CONTENIDOS**

### **Contenidos – Bloques Temáticos**

#### **AREA 1: INTERNATIONAL ORGANIZATIONS AND UNIFORM RULES**

##### **Unit 1: International Organizations**

- 1.1 WTO
- 1.2 UNCITRAL
- 1.3 ICC
- 1.4 The EU approach

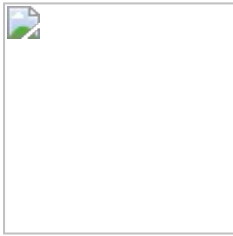
##### **Unit 2: Uniform rules**

- 2.1 GATT
- 2.2 CISG
- 2.3 INCOTERMS
- 2.4 UNIDROIT
- 2.5 The EU: ongoing EU initiatives

#### **AREA 2: STRUCTURE OF INTERNATIONAL CONTRACTS**

##### **Unit 3: Preliminary deals**

- 3.1 Non-disclosure agreement (NDA)



3.2 Letter of intention (LOI) & memorandum of understanding (MoU)

3.3 Exclusivity agreement

3.4 Order

**Unit 4: Elements of the agreement (I)**

4.1 Parties

4.2 Place

4.3 Currency and form of payment

4.4 Credit Support

4.5 Penalties

4.6 Audit

4.7 Tax

4.8 Termination

4.9 Language

**Unit 5: Elements of the agreement (II)**

5.1 Quality: cross-border issues of product regulation, safety and recall

5.2 Supply: retention of title and export control

5.3 Customs

5.4 Liability and indemnity: cross-border issues

5.5 Code of conduct: Inc. AML and TF

5.6 Governing Law: determination of governing Law - rules and Rome I

5.7 Dispute resolution: mediation, international arbitration and courts

**AREA 3: MANAGEMENT OF RISK**

**Unit 6: Credit risk**

6.1 Bonds, guarantees and standby letters of credit

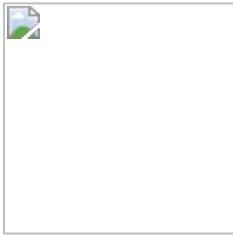
6.2 Government guarantee schemes (ECAs)

6.3 Insurance

**Unit 7: Insolvency and international bankruptcy procedures**

7.1 UNCITRAL Model Law on Cross-Border Insolvency and UNCITRAL Legislative Guide on Insolvency Law

7.2 International bankruptcy procedures, with a special focus on EU rules on transnational insolvency



**AREA 4: MAIN INSTRUMENTS AND FINANCING**

**Unit 8: Main instruments**

8.1 Distribution agreements

8.2 Agency agreements

8.3 Franchise agreements

**Unit 9: Financing**

9.1 Pre-export finance

9.2 Trade finance

**AREA 5: THE WAY FORWARD**

**Unit 10: Areas of future development**

10.1 Online contracts

10.2 Use of blockchain technology

10.3 Use of artificial intelligence

**METODOLOGÍA DOCENTE**

**Aspectos metodológicos generales de la asignatura**

**Metodología Presencial: Actividades**

- Classes will be based on practical lectures, cases, and court and arbitration decisions. Real-life agreements and templates will be provided and used frequently.
- Practical cases will be focused on (i) real-life scenarios, and (ii) current geo-political situation.
- Students are expected to attend and participate actively in all the sessions.

**Metodología No presencial: Actividades**

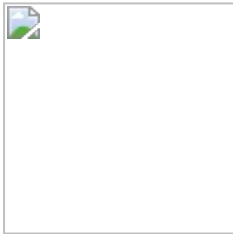
- Students are expected to prepare 2 practical exercises to be presented/discussed in class.
- Those exercises will complement their individual study of lectures, cases, court and arbitration decision and other materials provided.

**RESUMEN HORAS DE TRABAJO DEL ALUMNO**

**Number of contact hours:**

Lecture: 38

Practical class: 7



Exam: 3

Exam review: 0.5

**Number of independent study hours:**

Study of materials: 38

Preparation of practical classes: 14

Study for the exam: 15.5

**Total: 116**

## **EVALUACIÓN Y CRITERIOS DE CALIFICACIÓN**

**EXAM:**

- Indicators:

Both theoretical and practical understanding of the topics studied in class.

Knowledge of the basic concepts and legal instruments studied in class.

Appropriate use of legal English and legal terms/concepts studied in class.

Quality of legal thinking and communication skills.

Appropriate use of legal tools and sources.

Ability to synthesize and systematically present ideas and concepts.

Identification and understanding of the problem raised in the facts of the case study.

- Evaluation Weighting: 70%

**CASE STUDIES AND IN-CLASS PRESENTATION:**

- Indicators:

Satisfactory resolution of practical cases.

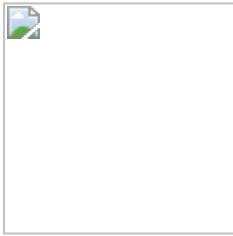
Quality of legal thinking and communication skills.

Appropriate use of legal tools and sources.

Appropriate use of legal terms and concepts in written expression.

Ability to synthesize and systematically present ideas and concepts.

Identification and understanding of the problem raised in the facts of the case study.



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Quality of presentation and in-class discussion

- Evaluation Weighting: 30%

### Calificaciones

The final exam will be written and contain both theoretical and practical tasks. The written exam will address generic and specific competences as described above. It will comprise ten short questions, which may include one or two short case studies.

The grade of the written exam counts for 70% and the grade for case studies and in-class participation/presentation counts for 30% of the final grade in the course. The grade of the written exam passed in the third and subsequent extraordinary exam periods counts for 100% of the grade in the course. Outgoing students will be marked according to the grade obtained in the written exam in all exam periods, except for the first exam, if they have submitted the corresponding case studies and in-class presentations.

For the regular extraordinary exam (*segunda convocatoria*), the grades for case studies and in-class presentation during the course will be taken into consideration for the grades. However, if the such case studies or in-class presentations have not been completed by the relevant student, the grade will be based exclusively on the exam grade.

### BIBLIOGRAFÍA Y RECURSOS

#### Bibliografía Básica

Anderson, *Technology Transfer: Law and Practice*, 3rd edn (Intl Specialized Book Serv., 2010).

Chow, DCK & TJ Schoenbaum, *International Business Transactions: Problems, Cases, and Materials*, 2nd edn (Aspen - Wolters Kluwer, 2010).

Folsom, RH, MW Gordon, JA Spanogle Jr and MP Van Alstine, *Principles of International Business Transactions*, 3rd edn (West, 2013).

Fellmeth, AX, *The Law of International Business Transactions*, 2nd edn (West, 2011).

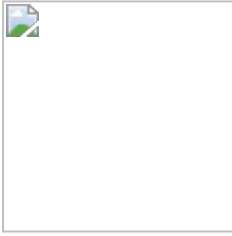
#### Bibliografía Complementaria

Text Books:

Folsom, RH, MW Gordon & JA Spanogle Jr, *International Business Transactions: A Problem-Oriented Coursebook*, 10th edn (West, 2009).

Hoekman, BM & PC Mavroidis, *World Trade Organization (WTO): Law, Economics, and Politics* (Routledge, 2007).

*Incoterms® 2010: ICC rules for the use of domestic and international trade terms* (International Chamber of



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Commerce, 2010).

Liberman, A, P Chroczel & RE Levine, *International licensing and technology transfer: practice and the law* (Kluwer Law International, 2008).

Marzorati, OJ, *Derecho de los negocios internacionales*, 3rd edn (Depalma, 2007).

Moss, G, IF Fletcher & S Issacs, *The EC Regulation on Insolvency Proceedings: A Commentary and Annotated Guide*, 2nd edn (Oxford University Press, 2009).

Schlechtriem, P & I Schwenzer, *Commentary on the UN Convention on the International Sale of Goods (CISG)*, 3rd edn (Oxford University Press, 2010).

Vagts, DF, WS Dodge & HH Koh, *Transnational Business Problems*, 4th edn (Foundation Press, 2008).

Virgós, M & F Garcimartín, *The European Insolvency Regulation: Law and Practice* (Kluwer Law International, 2004).

Websites:

World Trade Organization: <http://www.wto.org/>

UN Commission on Int'l Trade Law (UNCITRAL): <http://www.uncitral.org/uncitral/en/index.html>