

## **Course: International Contracting**

**UFV CODE:** 42123

**INTERNATIONAL CODE:** LAW42123

**HOURS:** 15

**CREDITS:** 1

**REQUIREMENTS:** LAW4224

**YEAR:** 3.

**OBJECTIVES:** To give students a complete picture of the process of international contracting. Thorough knowledge of the contract of sale in international transactions, and contracts auxiliary to the contract of sale.

**COURSE DESCRIPTION:** 1. Antecedents: The power of word. 2. Introduction to international contracting. 3. International buying and selling of merchandise. 4. Auxiliary contracts. 5. Methods of payment. 6. International franchises. 7. International leasing. 8. International factoring. 9. Copyright contracts. 10. Joint ventures. 11. International transportation. 12. International insurance. 13. E-commerce. 14. Warrantees in the international contract. 15. European competition law. 16. Prevention and settlement of problems. 17. International contract design.

**BIBLIOGRAPHY:** CABELLO GONZÁLEZ, J.M.: Contratación Internacional Guía Práctica.ESIC, Madrid 2000.

**METHODOLOGY:** Explain course content, discuss real-life cases and experiences, read articles.

**EVALUATION:** 10% attendance,10% participation, 20% short essays, 20% team work, 40% final exam.

**PROFESSOR:** Carlos Flores Alcocer

**LANGUAGE:** English.