

## INTR 807.3 International Sales and Finance Law

<b>Instructor:</b>	
<b>Phone:</b>	
<b>E-mail:</b>	
<b>Term:</b>	

### CALENDAR DESCRIPTION

The pedagogical goal of this course is not to “train” legal experts to deal with transnational commercial transactions. This cannot be done in any single course, let alone in a course where most of the participants do not have legal qualifications. The goals of the course can be summarized as follows:

- to give to each participant an understanding of what transnational commercial law is, the sources of that law, the ways in which it has developed and continues to develop, the various factors and institutions involved in that development and the high degree of flexibility and uncertainty inherent in it;
- to put each participant in the position to recognize the important features of the most common types of international sales and financing transactions so that he/she has an appreciation of the factors that must be taken into account when these transactions are being negotiated, consummated and performed;
- to acquaint participants who have roles in public policy development and law making activities with what may be required to accommodate new developments in transnational commercial law.

### COURSE CONTENT AND APPROACH

The pedagogical method used in this course involves a combination of approaches. The emphasis in the course is on both practical considerations and theoretical underpinnings. The approaches involve presentation of a conceptual framework through which international private commercial law can be addressed and the opportunity to examine specific features of that law in a transactional context. As much as possible the course materials replicate the flow of specific representative transactions, thereby permitting each participant to build his/her knowledge base of the area in a systematic, structured way.

Given the nature of the subject-matter, the course materials are necessarily voluminous and varied. Participants will be exposed to national legislation, case law, international instruments (conventions and model laws), codes of customary law and codes of international commercial principles.

Participants will display their progress in acquiring and assimilating the subject matter of the course through two assignments and the Negotiation Exercise. (See below)

### REQUIRED READINGS

All of the materials required for this course will be provided in digital form or through references to internet web pages. References to readings are included so as to give to participants the opportunity to access supplementary sources dealing with matters addressed in the course, should these sources be available to them.

## **EVALUATION**

There is no examination in this course. Assessment is based on the following:

Three periodic assignments -- 60%

Negotiation exercise – 30%

Commentary on negotiation product of other participants – 10%

## **ACADEMIC INTEGRITY AND CONDUCT**

Ensuring that you understand and follow the principles of academic integrity and conduct as laid out in University of Saskatchewan's Guidelines for Academic Conduct is vital to your success in graduate school. Ensuring that your work is your own and reflects both your own ideas and those of others incorporated in your work is important: ensuring that you acknowledge the ideas, words, and phrases of others that you use is a vital part of the scholarly endeavour. If you have any questions at all about academic integrity in general or about specific issues, contact your course instructor and to discuss your questions.