

**MBA Full-Time
Year 1
Master of Business Administration**

Titre du Cours : **Principles of Business Law (G1MBA151)**
Course Title:
Heures : **20h**
Lecture hours:
ECTS Credits: **3**

➤ **PRE-REQUIS / PRE-REQUISITE**

Before the first and second days : the students must read the 1980 UN Convention on the International Sale of Goods + Incoterms 2010 of the ICC

Before third and fourth days: they must read the Articles of Agreement of the IMF

Before fifth and sixth days: they must read the Council Regulation (EC) No 2157/2001 of 8 October 2001 on the Statute for a European company (SE) and Regulation (EEC) No 2137/85 of 25 July 1985 on the European Economic Interest Grouping (EEIG)

➤ **OBJECTIFS PÉDAGOGIQUES DU COURS / LEARNING OBJECTIVES**

“Principles of Business Law” is an introductory survey course in (international) law for business students without any law background.

The main objective of this course is to give students the tools as to be able to analyze a legal system, find legal information themselves, understand basic legal issues and/or interact with law professionals

➤ **CONTENU DU COURS / DESCRIPTION OF THE COURSE**

Part one : How Business Deals are concluded (Law of Contracts in international trade), UN Convention on Sale, INCOTERMS, etc.

Part two : Problems of international Payments (Banking and Financial Law): IMF & DTS, EMU & EURO

Part three : the establishment of a business institution (Company Law) details in class and during group presentations

➤ **LISTE DES SUJETS OU RESUME DES SÉANCES/ TOPICS OF EACH SESSION OR SUMMARY OF THE COURSE**

Date	Topic	Readings or assignments
Monday	Part one	Incoterms 2010 + UN Convention on Sale 1980
Tuesday	Part one and two	Exercices Incoterms & UN Convention on Sale- WTO
Wednesday	Part three + oral pres. + final paper	the Articles of Agreement of the IMF 1944 – SEPA

➤ **METHODES D'EVALUATION (CONTROLE CONTINU) / EVALUATION AND GRADING**

Attendance and participation: 30%

Oral presentation: 20%

First paper : 20%

Final paper / Exam: 30%

➤ **REFERENCES BIBLIOGRAPHIQUES / BIBLIOGRAPHY**

REQUIRED:

Ewan MacIntyre, ESSENTIALS OF BUSINESS LAW, 2nd edition, Pearson Longman
ISBN 978-1-4058-9976-5

International Chamber of Commerce, Incoterms 2010, Paris, 2010 ISBN: 978-92-842-0089-4

Mathias NIYONZIMA, La clause de monnaie étrangère dans les contrats internationaux. Etude de droit comparé. Brussels/Antwerp, Bruylant/Maklu, 1991; ISBN: 90-6215-285-6

Alix Adams, LAW FOR BUSINESS STUDENTS, 5th edition, Pearson Longman
ISBN 978-1-4058-5888-5

Carolyn Hotchkiss, INTERNATIONAL LAW FOR BUSINESS, Int'l edition, McGraw-Hill
ISBN 978-0-07-11349-6

Websites: <http://www.wto.org>

<http://www.palgrave.com/law>; <http://www.jurisint.org>

RECOMMENDED:

Roger HALSON, Contract Law, London, Longman, 2001

Margaret GRIFFITHS and Ivor GRIFFITHS, Law for Purchasing and supply, Pearson, Essex, third edition, 2002.

A.J. VAN WEELE, Purchasing Management, London, International Thompson Business Press, 1994.

John O. Honnold, Uniform Law for International Sales under the 1980 United Nations Convention, third ed, Kluwer, The Hague, 1999.

Mathias NIYONZIMA, "The EU antidumping policy toward Asia" in Perspectives on Economic Integration and Business Strategy in the Asia-Pacific Region, Sam DZEVER & Jacques JAUSSAUD (editors), LONDON, MacMillan Press Ltd, 1997 (pp. 62-76).