



International legal
environment
**Master in
Internationalization of
companies**



UNIVERSIDAD
NEBRIJA

GUÍA DOCENTE

Subject: International Legal Environment / Entorno legal internacional

Degree: Master's Degree in Business Internationalization / Master universitario en internacionalización de empresas

Nature: Mandatory / Obligatoria

Language: Spanish and English / Castellano e inglés

Modality: On-site and distance / Presencial y distancia

Credits: 6

Year: 1st / 1º

Semester: 2nd / 2º

Professors/Teaching Team: Paola Rodas

COMPETENCIES AND LEARNING OUTCOMES

1.1. Competencies

Basics Competencies

CB6: Apply knowledge that provides a base or opportunity to be original in the development and/or application of ideas, often in a research context.

CB7: Know how to apply the knowledge acquired and their problem-solving skills in new or unfamiliar environments within broader (or multidisciplinary) contexts related to their area of study.

CB8: Able to integrate knowledge and confront the complexity of making judgments based on information that, being incomplete or limited, includes reflections on the social and ethical responsibilities linked to the application of their knowledge and judgments.

CB9: Know how to communicate their conclusions and the underlying knowledge and reasons to specialized and non-specialized audiences in a clear and unambiguous manner.

CB10: Possess learning skills that enable them to continue studying in a way that will largely be self-directed or autonomous.

General Competencies

CG1: Apply the knowledge acquired with autonomy and a high degree of involvement in multinational companies.

CG2: Use newly presented problems and apply the most appropriate solutions within a national and/or international business context.

CG8: Able to express themselves correctly, both orally and in writing, in Spanish and English, maintaining an appropriate image in their professional activity.

Specific Competencies

CE10: Acquire techniques for the professional drafting of documents and the presentation of reports in the field of international business.

CE12: Knowledge of the main legal and tax aspects that directly or indirectly affect the processes of business internationalization.

CE14: Knowledge of different methodologies and technical, economic, and legal characteristics of international tenders called by multilateral organizations and by public institutions and companies from different countries.

CE15: Creating internal processes, interdepartmental relationships, and the different roles within the organizations of supplying companies and in the buyer organizations and companies, and their impact on the negotiation of international contracts.

1.2 Learning Outcomes

Upon completion of this course, the student should be able to:

Analyze the most relevant international and European Union regulations affecting international contracting.

Possess solid conceptual and technical resources on contractual obligations in general, and on certain types of contracts in particular.

Analyze and understand the importance of choosing the most appropriate contract for the internationalization strategies designed by companies.

Analyze and develop the content of contracts as a way to avoid unnecessary risks in an international operation.

Acquire techniques for drafting and interpreting contractual documents. The negotiation of contracts.

2. CONTENT

2.1. Requirements

None.

2.2. Detailed Content

Contents

- THE INTERNATIONAL LEGAL FRAMEWORK. SYSTEM OF SOURCES OF THE INTERNATIONAL LEGAL ORDER.
 - Private sources
 - Public sources:
 - Organizations and International Institutions
 - Self-regulation
 - Unification
- ASSESSMENT OF THE INTERNATIONAL LEGAL ENVIRONMENT: RISK ANALYSIS.
 - Perspectives of analysis of the international legal environment:
 - Risk analysis
 - International legislative movements.
 - Legal lobby.
- THE INTERNATIONAL PURCHASE CONTRACT.
 - Introduction
 - Concept and requirements of international sales:
 - Content of the contract:
 - The sale of international investment.
 - The transfer of risk in the commercial sale.
 - Termination of the international sales contract.

- Settlement of differences in the international sales contract
- ANALYSIS AND STUDY OF THE MOST IMPORTANT CLAUSES OF AN INTERNATIONAL PURCHASE CONTRACT.
 - Purpose of international sale
 - Duration of the contract.
 - The guarantees of the international sales contract:
 - General conditions of contracting in the international sale.
 - The standard contracts.
 - Confidentiality.
 - The Jurisdiction and applicable Law.
- SPECIAL INTERNATIONAL PURCHASES.
 - Purchase and sale with fractionation and postponement of the price.
 - Purchase and sale held remotely and outside the commercial establishment.
 - International buying and selling and buying and selling square to square.
 - Contracts related to the sale
- ANALYSIS AND STUDY OF THE MOST IMPORTANT CLAUSES OF AN INTERNATIONAL AGENCY CONTRACT.
 - Economic function, regulation, and concept of the agency contract.
 - Characteristics and essential content of the agency contract.
 - Remuneration of the agent:
 - The exclusive clause.
 - The duration and termination of the contract.
 - Guarantee.
 - Confidentiality and commercial secrecy.
- INTERNATIONAL JOINT VENTURE
 - Introduction
 - Concept and legal nature of the joint venture.
 - Content and modalities an international joint-venture.
 - International legal framework and regulation of the joint venture.
 - Obligations of the parties.
 - Similarities and differences with other figures
- INTELLECTUAL AND INDUSTRIAL PROPERTY. YOUR INTERNATIONAL PROTECTION
 - Industrial property:
 - Intellectual property
- International regulations for the protection of industrial and intellectual property rights

2.3. Directed Activities

During the academic year, students will need to complete a certain number of directed activities, either individually or in groups.

The purpose of these Directed Activities is to familiarize students with the applied nature of the concepts discussed in the classroom, so they can appreciate the use of theory in analyzing real-life situations. Each teacher will propose throughout the course the Directed Activities that best suit the course, always with a minimum of two.

2.4. Educational Activities

In-Person Attendance		
Educational Activity	Hours	Percentage of In-Person Attendance for the Educational Activity
AF1 Lecture	45	100%
AF4 Tutorials	10	80%
AF6 Practical Classes. Seminars and Workshops	20	100%
AF7 Internships	10	100%

AF9 Individual Study and Independent Work	29	0%
A10 Individual or Group Assignments for Students	10	0%
A13 Activities Through Virtual Resources	20	0%
A14 Assessment	6	100%
TOTAL	150	

Distance Learning Mode

Educational Activity	Hours	Percentage of In-Person Attendance for the Educational Activity
AF2 Lectures	60	0%
AF4 Tutorials	10	0%
AF9 Individual Study and Independent Work	19	0%
A12 Individual Student Assignments	20	0%
A13 Activities Through Virtual Resources	20	0%
A14 Assessment	6	100%
A15 Study, Understanding, and Assessment of the Subject	15	0%
TOTAL	150	

Teaching Methodologies

In-person and Distance Learning:

MD1	Expository Method / Lecture
MD2	Problem-Solving and Exercises
MD3	Cases Studies
MD5	Project-Based Learning
MD10	Cooperative learning

3. Evaluation system

3.1. Grading system

The grading system (R.D. 1125/2003, of September 5) will be as follows:

0 - 4.9 Fail (F)

5.0 - 6.9 Pass (P)

7.0 - 8.9 Good (G)

9.0 - 10 Outstanding (O)

The "honors" designation may be awarded to students who have obtained a grade equal to or higher than 9.0. Its number cannot exceed five percent of the students enrolled in the subject in the corresponding academic year, unless the number of enrolled students is less than 20, in which case only one "honors" designation may be granted.

3.2. Evaluation criteria

Face-to-face modality

Regular session

Evaluation system	Minimum weighting	Maximum weighting
SE1. Class attendance and participation	25%	25%
SE2. Presentation of assignments and projects (individual practices and teamwork)	25%	25%
SE4. Final individual in-person exam	50%	50%

Extraordinary session

Evaluation system	Minimum weighting	Maximum weighting
SE2. Presentation of assignments and projects (individual practices and teamwork)	25%	25%
SE4. Final individual in-person exam	75%	75%

Distance modality

Regular session

Evaluation system	Minimum weighting	Maximum weighting
SE1. Class attendance and participation	20%	20%
SE2. Presentation of assignments and projects (individual practices and teamwork)	20%	20%
SE4. Final individual in-person exam	60%	60%

Extraordinary session

Evaluation system	Minimum weighting	Maximum weighting
SE2. Presentation of assignments and projects (individual practices and teamwork)	25%	25%
SE4. Final individual in-person exam	75%	75%

The passing of any subject is subject to passing the corresponding final individual in-person exams.

3.3. Restrictions

Minimum grade

To calculate the average with the previous weightings, it is necessary to obtain at least a grade of 5 in the final exam.

Writing Standards:

Special attention will be paid to written assignments, practices, and projects, as well as exams, regarding both presentation and content, ensuring grammatical and spelling aspects are accurate. Failure to meet acceptable standards may result in points being deducted from the assignment.

3.4. Warning about plagiarism

The Antonio de Nebrija University will not tolerate plagiarism or copying under any circumstances. Plagiarism will be considered as the reproduction of paragraphs from sources other than the student's own work (Internet, books, articles, classmates' work, etc.), without citing the original source. The use of citations cannot be indiscriminate. Plagiarism is a serious offense. If such practices are detected, it will be considered a serious offense and the sanction provided in the Student Regulations may be applied.

4. References

1. Akter, S. and Wamba, S.F. (2016), "Big data analytics in E-commerce: a systematic review and agenda for future research", *Electronic Markets*, Vol. 26, pp. 173-194
 2. Benthall, S. and Goldenfein, J. (2021), "Artificial intelligence and the purpose of social systems", *Proceedings of the 2021 AAAI/ACM Conference on AI, Ethics, and Society*, New York, Association for Computing Machinery, pp. 3-12, doi: 10.1145/3461702.3462526
 3. Clune WH. 1983. A political model of implementation and the implications of the model for public policy, research, and the changing role of lawyers. *Iowa Law Rev.* 69:47–125
 4. Gillette, Clayton P., and Steven D. Walt., *The UN Convention on Contracts for the International Sale of Goods: Theory and Practice*, 2nd ed., Cambridge, Cambridge University Press, 2016.
 5. Johnny HERRE, Oscar TIBERG , *ICC Guide to Incoterms 2010*, International Chamber of Commerce, Paris, 2022.
 6. Philip WOOD, *The Law and practice of International Finance*, Sweet & Maxwell, Londres, 2007.
 7. Indira CARR, Peter STONE, *International Trade Law*, 6a. Ed. 2018, Ed. Routledge, Londres.
-