**INTERNATIONAL BUSINESS TRANSACTIONS**

**Fall 2023**

**Professor Mike Ramsey**

**Syllabus**

Class meetings: 1:00 pm to 2:20 pm, Tuesday and Thursday

Office Hours: 9:30 am to 11:00 am and 2:30 pm to 3:30 pm Tuesday and Thursday (in person, Room 319D, Warren Hall), or by appointment (via zoom or telephone)

Email: [mramsey@sandiego.edu](mailto:mramsey@sandiego.edu) (use this contact for short questions and to make appointments)

Professor’s website: [www.mdramsey.com](http://www.mdramsey.com)

Course webpage: [www.mdramsey.com/index\_files/Page403.htm](www.mdramsey.com/index_files/Page403.htm%20) (please consult this page regularly for assignments and other information about the course schedule)

Goals of the Course: This course provides a transaction-based perspective on the laws and structures of international business relationships, principally international sales and international investment. Upon completion of the course, students should be able to:

* Understand and explain the modern rules, doctrines and leading cases in the area of international business law;
* Understand and explain the agreements, relationships and transactional structures that business use to allocate risk in international commercial transactions;
* Identify legal and factual issues in hypothetical international business situations; and
* Use their understanding of rules and structures to provide legal and transactional analysis and advice to hypothetical clients in international business settings.

Readings: The required text is Ralph H. Folsom, et al., International Business Transactions: a Problem-Oriented Coursebook (13th ed., West 2019), which will be the principal source of assignments.

Most assignments will also require reference to statutory or regulatory materials. These materials are available in convenient excerpted form in Ralph H. Folsom, et al., Documents Supplement for International Business Transactions (13th ed., West 2019). The Documents Supplement is strongly recommended. Alternatively, these materials are generally available online, but they may be more difficult to access and integrate with the assignments and class discussions in that form.

Reading assignments will be made at the beginning of each class for the next class meeting, generally according to a schedule distributed at the beginning of each unit of the course. Assignments will also be posted on the course webpage.

Conduct of Class: I expect to call on students during class, and I expect those called upon to be prepared. Voluntary class participation is encouraged.

Use of laptops and other electronic devices in class for any purposes other than those related to the course is prohibited. Use of laptops for notetaking is permitted but discouraged.

Attendance Policy: Regular attendance is expected and required. Not only do the ABA and USD require attendance, but your presence in class and contributions in this course are important to your overall understanding of the material. Failure to attend class may have a negative impact upon the participation grade (discussed below). In addition, many concepts are covered in class that are not covered at all, or not covered to the same extent or in the same way, in the text. Failure to attend class thus may have a severe effect upon exam performance.

All class meetings will be recorded and recordings will be accessible to all students enrolled in the course. However, the quality of the recordings cannot be assured and viewing the recordings is not a substitute for in-person attendance.

Grading Policy: Grades will be based on a final examination counting 100% of the grade (before giving effect to participation points discussed below). The final examination will be entirely open book/open notes, and may consist of multiple choice, short answer and essay questions. No access to the internet or other electronic resources (other than a laptop to record exam answers) will be permitted during the exam.

I may increase any grade up to 0.3 points – e.g., from 3.3 (B+) to 3.6 (A-) – for excellent class participation, and I may decrease any grade up to 0.3 points for consistent failure to be prepared in class.

The exam will be based only on materials covered in class or in the assigned reading. Information or concepts obtained from other sources (such as commercial outlines) will not receive credit on the exam unless it is also covered in class or in the assigned reading.

I will be available to discuss grades after the exam. However (except in the case of mathematical or clerical errors) all grades are final. There can be no after-the-fact adjustments.