**INTERNATIONAL BUSINESS TRANSACTIONS**

**Fall 2023**

**Professor Mike Ramsey**

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**Reading List**

**Unit 1 The Private Contract for the International Sale of Goods**

*Unless otherwise indicated, assignments are from Folsom et al., International Business Transactions (13th ed.). Assignments preceded by “DS” are from the Documents Supplement (13th ed.).*

I. Introduction, pp. 3-34

II. The Basic Form of the International Sales Transaction

Problem 4.0, pp. 37-69

Study and be prepared to explain the chart on p. 62

III. The Sales Contract

Problem 4.2, pp. 101-131

Answer the questions on p. 102

Required Documents:

Uniform Commercial Code (UCC) §1-302(a), DS p. 1243

UCC §§ 2-319 & 2-320, DS pp. 1258-1261

UCC § 323(1), DS pp. 1263-1264

UCC §2-513, DS pp. 1266-1267

Harter Act/Carriage of Goods by Sea Act (COGSA), DS pp. 1163-1167

IV. The Bill of Lading and Carrier Liability

Problem 4.5, pp. 193-225

Required Document:

Federal Bills of Lading Act (Pomerene Act), DS pp. 1179-1185

V. Choice of Law and Contract Formation

Problem 4.1, pp. 69-101

Required Documents:

UCC §1-301 (formerly 1-105), DS p. 1242

UCC §2-207, DS pp. 1249-1250

UCC §§ 2-314 through 2-316, DS pp. 1254-1257

Convention on Contracts for the International Sale of Goods (CISG), articles 1 through 11, 14, 18-19, 35 and 36, DS pp. 35-43

VI. Frustration and Impossibility

Problem 4.3, pp. 131-165

Required Documents:

UCC §2-615, DS p. 1268

CISG art. 79, DS pp. 51-52

VII. The Letter of Credit – Basic Issues

Introduction, pp. 227-228

Problem 5.1, pp. 228-263

Required Documents:

UCC §§5-102 through 5-108, esp. 5-107 & 5-108, DS pp. 1274-1285

UCC §5-116, DS p. 1294

VIII. The Letter of Credit – Fraud

Problem 5.2, pp. 263-292

Required Document:

UCC §5-109, DS p. 1290

IX. The Standby Letter of Credit

Problem 5.3, pp. 292-327

Required Documents:

UCC §5-109, DS p. 1290

UN Convention on Independent Guarantees and Stand-By Letters of Credit, arts. 1, 17, 19-20, DS pp. 61, 66-68