**International Business Transactions**

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**Unit #2: Some Regulatory Aspects of International Sales**

*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 to International Trade Regulation

1. Import Regulations, GATT, and the World Trade Organization (WTO), text pp. 329-340 (introduction to Problem 6.1).
2. Nontariff Trade Barriers (NTBs), text pp. 406-410 (introduction to Problem 6.3).
3. Free Trade Agreements (FTAs), text pp. 445-452 (introduction to Problem 6.4).
4. Antidumping Duties and Countervailing Duties, text pp. 539-544 (Introduction 7.0).

II. Customs -- Import Tariffs

1. Customs Classification: text pp. 367-390 (Problem 6.2, part A).

Required documents: Harmonized Tariff Schedule of the United States, General Rules of Interpretation, esp. Rules 2 & 3, and Additional U.S. Rules of Interpretation, DS pp. 585-587.

1. Rules of Origin: text pp. 390-398 (Problem 6.2, part B).
2. Customs Valuation: text pp. 398-406 (Problem 6.2, part C).

Required document: Tariff Act of 1930, § 402 (19 U.S.C. § 1401a), DS pp. 612-623.

III. Customs -- Regulation of Exports

1. Introduction: text pp. 607-615.
2. Export Controls: text pp. 615-646 (Problem 8.1).

Required documents:

Export Administration Regulations (EAR), §§ 730-758 & 764.2 – 772.1, DS pp. 1079-1126 & 1151-1154

EAR, §774, DS pp. 1154-1158 (Commerce Control List)

Bureau of Industry and Security (BIS) website, [www.bis.doc.gov](http://www.bis.doc.gov), under “Regulations,” find the Commerce Country Chart.

IV. The Foreign Corrupt Practices Act

A. Text pp. 679-712 (Problem 8.3).

 Required document: Foreign Corrupt Practices Act (FCPA), DS pp. 1189-1199, especially 15 U.S.C. §§ 78dd-1(a) through (c) on pp. 1190-1192.