



## COURSE OUTLINE: GBM204 - INTL BUSINESS LAW

Prepared: Gabriel Araba

Approved: Sherri Smith, Chair, Natural Environment, Business, Design and Culinary

|   |  |
|---|--|
| <b>Course Code: Title</b>   | GBM204: INTERNATIONAL BUSINESS LAW   |
| <b>Program Number: Name</b>   | 2109: GLOBAL BUSINESS MGMT   |
| <b>Department:</b>  | BUSINESS/ACCOUNTING PROGRAMS   |
| <b>Academic Year:</b>   | 2022-2023  |
| <b>Course Description:</b>  | This course introduces students to the basic tenets of the legal system in the world market. Against the backdrop of a case intensive approach, the course elucidates on the legal aspects of international business, intellectual property management and protection, global law and ethics, negotiating international contracts, and navigating effectively through international cultural diversities and relevant case study analysis of global business contracts and agreements. |
| <b>Total Credits:</b>   | 3  |
| <b>Hours/Week:</b>  | 3  |
| <b>Total Hours:</b>   | 42   |
| <b>Prerequisites:</b>   | There are no pre-requisites for this course.   |
| <b>Corequisites:</b>  | There are no co-requisites for this course.  |
| <b>Vocational Learning Outcomes (VLO's) addressed in this course:</b>                         | <b>2109 - GLOBAL BUSINESS MGMT</b>   |
| Please refer to program web page for a complete listing of program outcomes where applicable. | VLO 3 Conduct business with diverse populations using culturally appropriate methods in compliance with relevant laws and regulations  |
|   | VLO 6 Implement strategies utilizing domestic and foreign government programs, policies, and agencies which facilitate international trade   |
|   | VLO 10 Apply the principles of business ethics and international corporate responsibility  |
|   | VLO 14 Apply entrepreneurial strategies to maximize the effectiveness of international business initiatives  |
| <b>Essential Employability Skills (EES) addressed in this course:</b>                         | EES 1 Communicate clearly, concisely and correctly in the written, spoken, and visual form that fulfills the purpose and meets the needs of the audience.  |
|   | EES 2 Respond to written, spoken, or visual messages in a manner that ensures effective communication.   |
|   | EES 4 Apply a systematic approach to solve problems.   |
|   | EES 5 Use a variety of thinking skills to anticipate and solve problems.   |
|   | EES 6 Locate, select, organize, and document information using appropriate technology and information systems.   |
|   | EES 7 Analyze, evaluate, and apply relevant information from a variety of sources.   |
|   | EES 8 Show respect for the diverse opinions, values, belief systems, and contributions of others.  |
|   | EES 11 Take responsibility for ones own actions, decisions, and consequences.  |



**Course Evaluation:**

Passing Grade: 50%, D

A minimum program GPA of 2.0 or higher where program specific standards exist is required for graduation.

**Books and Required Resources:**

Legal Aspect of International Trade (International Market Entry Strategies) by FITTskills  
 Publisher: FITT (Forum for International Trade Training Inc.) Edition: Seventh Edition  
 ISBN: 978-1-988782-02-7

LEGAL ASPECTS OF INTERNATIONAL BUSINESS: A CANADIAN PERSPECTIVE by  
 Evguenia Iskra, Mary Jo Nicholson  
 Publisher: Emond Publishing Edition: 4TH EDITION  
 ISBN: 1772555460

**Course Outcomes and Learning Objectives:**

| <b>Course Outcome 1</b>   | <b>Learning Objectives for Course Outcome 1</b>   |
|---|---|
| Understanding relevance and application of intellectual property in international trade.  | 1.1 Understanding the importance of intellectual property.<br>1.2 Distinguishing between intellectual property types.<br>1.3 Understanding intellectual property advantages and consequences of infringement.<br>1.4 Analyzing intellectual property agreements.<br>1.4 Learning the patent procedure.<br>1.5 Establishing intellectual property protection: basic guidelines   |
| <b>Course Outcome 2</b>   | <b>Learning Objectives for Course Outcome 2</b>   |
| Understanding and managing law and ethics.  | 2.1 Effective management of law and ethics.<br>2.2 Managing and guarding trade secrets and non-disclosure agreements.<br>2.3 Identifying the importance of ethical considerations in international trade.<br>2.4 Understanding the Standards of Ethical Conduct for a CITP' FIBP and responsibilities.<br>2.5 Analyzing types of code of ethics/code of conducts.<br>2.6 Strategic planning and implementation of corporate social responsibility.  |
| <b>Course Outcome 3</b>   | <b>Learning Objectives for Course Outcome 3</b>   |
| Practical requirements for International Trade Law to support professionalism and organizational decision making in international trade activities. | 3.1 Understanding legal considerations in international trade.<br>3.2 Identifying and analyzing international trade contracts.<br>3.3 Forming and managing partnerships agreements.<br>3.3 Align business practices with legal requirements of international initiatives.<br>3.5 Establish and implement ethical international business practices.<br>3.6 Understanding free-trade agreements, United States, Mexico, and Canada agreement (USMCA).<br>3.7 Learning international privacy obligations/data residency. |
| <b>Course Outcome 4</b>   | <b>Learning Objectives for Course Outcome 4</b>   |



|  |  |   |
|--|--|---|
|  | Establish intercultural competence: Gaining new perspectives.            | 4.1 Understanding culture`s impact on international trade.<br>4.2 Managing and cultural differences in global business contracts and agreements.<br>4.3 Developing intercultural relationships and legally binding agreement. |
|  | <b>Course Outcome 5</b>  | <b>Learning Objectives for Course Outcome 5</b>   |
|  | Understanding strategic approach to international business negotiations. | 5.1 Preparation for international business negotiations.<br>5.2 Handling international business negotiation.<br>5.3 Identify jurisdiction law of global business.<br>5.4 Establish exist clauses.                             |

**Evaluation Process and Grading System:**

| Evaluation Type        | Evaluation Weight |
|------------------------|-------------------|
| Assignment and quizzes | 40%               |
| Final Exam             | 30%               |
| Mid-term Exam          | 20%               |
| Participation          | 10%               |

**Date:** May 31, 2022

**Addendum:** Please refer to the course outline addendum on the Learning Management System for further information.