



COURSE OUTLINE: GBM204 - INTL BUSINESS LAW

Prepared: Gabriel Araba

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

Course Code: Title	GBM204: INTERNATIONAL BUSINESS LAW
Program Number: Name	2106: GLOBAL BUSINESS MGMT
Department:	BUSINESS/ACCOUNTING PROGRAMS
Semesters/Terms:	20S, 20F, 20W
Course Description:	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, gives cogent to Intellectual Property management and protection, global law and ethics, negotiating international contracts, understanding corporate social responsibilities. ethical codes and conducts of individuals and organization and navigating effectively through international cultural diversities and relevant case study analysis of Global business contracts and agreements.
Total Credits:	3
Hours/Week:	3
Total Hours:	45
Prerequisites:	There are no pre-requisites for this course.
Corequisites:	There are no co-requisites for this course.
Vocational Learning Outcomes (VLO's) addressed in this course:	2106 - GLOBAL BUSINESS MGMT
Please refer to program web page for a complete listing of program outcomes where applicable.	VLO 2 Develop, execute and analyze the results of a comprehensive global business plan
	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 8 Apply leadership and teamwork skills establishing and maintaining working relationships
	VLO 10 Apply the principles of business ethics and international corporate responsibility
Essential Employability Skills (EES) addressed in this course:	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.



SAULT COLLEGE | 443 NORTHERN AVENUE | SAULT STE. MARIE, ON P6B 4J3, CANADA | 705-759-2554

Course Evaluation:

Passing Grade: 50%, D

Books and Required Resources:

International Market Entry Strategies/Legal Aspects of International Trade by FITTskills
 Publisher: FITT (Forum for International Trade Training Inc.) Edition: Seventh Edition
 ISBN: 978-1-988782-02-7
 Printed 2017, Copyright 2017 FITT

Course Outcomes and Learning Objectives:

Course Outcome 1	Learning Objectives for Course Outcome 1
1. Understanding relevance and application of Intellectual Property in International Trade.	1.1 Understanding the importance of Intellectual Property 1.2 Distinguishing between Intellectual Property types 1.3 Understanding Intellectual Property advantages and consequences of Infringement 1.4 Analyzing Intellectual Property agreements 1.4 Learning the Patent procedure 1.5 Establishing Intellectual Property Protection: Basic Guidelines
Course Outcome 2	Learning Objectives for Course Outcome 2
2. Understanding and Managing Law and Ethics	2.1 Effective Management of Law and Ethics 2.2 Managing and Guarding Trade Secrets and Non-disclosure agreements 2.3 Identifying the importance of Ethical Considerations in International Trade 2.4 Understanding the Standards of Ethical Conduct for a CITP' FIBP and Responsibilities 2.5 Analyzing types of code of ethics/Code of conducts 2.6 Strategic planning and implementation of Corporate Social Responsibility
Course Outcome 3	Learning Objectives for Course Outcome 3
3. 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 3.2 Identifying and Analyzing International Trade Contracts 3.3 Forming and managing Partnerships Agreements 3.3 Align Business Practices with Legal Requirements of International Initiatives 3.5 Establish and Implement Ethical International Business Practices
Course Outcome 4	Learning Objectives for Course Outcome 4
4. Establish Intercultural Competence: Gaining New Perspectives	4.1 Understanding Culture's Impact on International Trade 4.2 Managing and cultural differences in Global business contracts and agreements 4.3 Developing Intercultural Relationships and legally binding agreement
Course Outcome 5	Learning Objectives for Course Outcome 5
5. Understanding strategic approach to International Business Negotiations	5.1 Preparation for international Business negotiations 5.2 Handling international Business negotiation 5.3 Identify jurisdiction law of global business 5.4 Establish exist clauses

Evaluation Process and

SAULT COLLEGE | 443 NORTHERN AVENUE | SAULT STE. MARIE, ON P6B 4J3, CANADA | 705-759-2554

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

Date: March 16, 2020

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