

Course title	INTERNATIONAL BUSINESS LAW
Course code	
Type of course	Optional
Level of course	Graduate_MBA
Year of study	First (1o)
Semester	Second (2o)
ECTS credits	5
Name of lecturer(s)	Chryssoula Tsene, Assistant Professor
Aim of the course	<p>This course is intended to introduce students to the main legal issues generated by international business transactions and related international trade. With the significant growth in international commerce and trade, international business transactions have been grown extensively, particularly through the integration of world markets. More specifically, the main objective of the course is to generate vigorous learning and discussion of many legal and related commercial issues that arise in international business transactions and contracts, the law applicable to contractual and non contractual obligations in the European Union and conflict of laws.</p>
Learning outcomes	<p>At the end of this course the student will be able to understand:</p> <ul style="list-style-type: none"> • The main objective, structure and legal environment of international business law • Regulation of international trade • Conflict of laws in relation to private commercial disputes • International commercial contracts • The legal framework of transnational business cooperation • International and European insolvency rules • Harmonisation on international commercial law, regarding electronic signatures and e-commerce
Competences	<p>At the end of this course the student will have acquired the skill to apprehend :</p> <ul style="list-style-type: none"> - The legal specificities and objectives of international business law - The regulatory framework of international trade

	<p>cooperation</p> <ul style="list-style-type: none"> - Main issues of international and European conflict of laws in relation to private commercial disputes - The legal environment of international commercial contracts - The regulation of transactional instruments, such as distribution agreements, technology licences in e-commerce and joint venture agreements
Prerequisites	No prerequisite courses are required, but it is highly recommended that students are familiar with business law issues.
Course contents	<ul style="list-style-type: none"> - Definition and objective of International business law - Structure and sources of International business law - Main legal issues of conflict of laws and Private International law regarding legal entities - Legal framework of international business cooperation - Start-ups in Europe- European company - The law applicable to international and European insolvency - The law applicable to contractual and non-contractual obligations in Europe - Distribution- franchising agreements - Electronic signatures and e-commerce
Recommended reading	<ul style="list-style-type: none"> - Ch. Pamboukis, The Law of International business transactions, Athens, Nomiki Bibliothiki, 2009 - L. Georgakopoulos, The Profit, Athens Nomiki Bibliothiki, 2008 - August R./Mayer D./Bixby M., International Business Law, Text, Cases and Readings, 5th ed. Pearson, 2009 - DiMatteo L./Dhooge L., International Business Law- A transactional Approach, 2nd ed., 2006, - Schmitthof's Export Trade Law, The Law and Practice of International Trade, Sweet and Maxwell, 2007, - Beguin J./ Menjuck M. (ed.), Droit du commerce international, Litec 2005 - Ch. Pamboukis, Le droit international privé holistic- Droit uniforme et droit international privé, RCADI, tome 330 (2008), 401 επ.
Teaching and learning methods	Lectures- case studies- individual and group assignments.

Assessment and grading methods	The grade is calculated as the weighted average of individual or group assignments , one presentation and the final exam . Minimum passing grade:5
Language of instruction	Greek.