# Transnational business law

## Prof. Sarah Dethridge

***COURSE AIMS AND INTENDED LEARNING OUTCOMES***

The course aims to equip students with the tools necessary to navigate various aspects of commercial law in a transnational context, developing the skills required to identify and solve common issues arising in cross-border transactions. Starting with a basic foundation in contract law, the course will go on to cover a broad range of topics ranging from anti-trust, intellectual property, privacy and digital technology law, through to “soft law” issues such as cultural barriers and ethical challenges in international business dealings.

Attention will be paid principally to EU law, contrasted with other regimes including that of the USA, and other international conventions.

At the end of the course, a student will:

Be able to **Identify** a broad range of legal issues relevant to different international business contexts, using a combination of theoretical and practical skills learned throughout the program;

Be able to apply a legal **analysis** and respond to questions or problems arising in commercial transactions;

Acquire appropriate **technical language** and legal terminology which will enable one to speak with confidence and clarity on the covered subjects;

Be able to **evaluate** and balance competing arguments and issues arising in specific commercial contexts in order to take necessary decisions using independent judgment;

Have acquired the necessary **foundations and skills** to further his/her studies in the private or public sectors.

***COURSE CONTENT***

Lessons will be dedicated to the study of commercial law in private transnational transactions.

Specifically the program will include the following topics:

Contract law - Sale of goods law - Cross-border commercial contracts - Digital technology law - Data Protection and Privacy - Intellectual Property and Innovation - AntiTrust and Competition law - Sources of Law (PIL) - Dispute Resolution - Cultural aspects and barriers to transnational deals - International business and Ethical challenges - Contract drafting and negotiation workshop.

***READING LIST***

No specific text is required at the beginning of the course. Readings will be allocated throughout the course, on a case by case basis.

***TEACHING METHOD***

Face to face lectures.

***ASSESSMENT METHOD AND CRITERIA***

The end of course exam will assess a student’s attainment of the course objectives described above and the level of the student’s preparation. The exam will be written and will consist of a set of open questions (usually approximately 10), or alternatively some open questions (approximately 3-4) plus a case study to resolve. Students should respond in complete answers using evidence to support their arguments. The usual time allotted for the exam is 1 hour and 30 minutes.

The final mark is given on the basis of the following factors: a) A broad awareness of the issues, the ability to critically apply knowledge and use specific language and terminology used in legal and commercial contexts. Marks for excellence will be rewarded in the case of extraordinary preparation on the relevant topics (excellente); b) the ability to analyze and summarise in a good but not fully articulated manner and/or the use of language that is not entirely accurate or appropriate will result in a good assessment (buono). c) the demonstration of a basic knowledge of the concepts and the use of not entirely appropropriate, an incomplete analysis and/or language expression will lead to a passing grade (sufficienza). d) Where a student is not able to demonstrate an adequate level of understanding of the legal concepts, and not be able to correctly identify the issues/or analyze them with an articulate and accurate expression, a fail grade will be applied (insufficienza). There will be no intermediate test.

***NOTES AND PREREQUISITES***

Attendance in class is strongly recommended.

In case the current Covid-19 health emergency does not allow frontal teaching, remote teaching will be carried out following procedures that will be promptly notified to students.