

## International Contracts

MAPO\_001505

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Departments	Department of Law, Department of International, Comparative and European Union Law
Language	English, Spanish
ECTS	3
Lead faculty	Rodriguez Sanchez, Susana - susana.rodriguez2@esade.edu

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### Subject objectives

The aim is for students to gain practical knowledge of the most important types of contracts used in international trade and, in general, relevant techniques to draft and negotiate these contracts, at all times based on practical experience in providing legal consulting services. For this, in addition to providing students information on the corresponding legal regime and unique traits of these contracts, the aim is for students to be able to understand how each contract works though not only from a legal point of view but also from a commercial perspective.

### Prior knowledge

Knowledge corresponding to Mercantile Law and, in particular, general knowledge regarding contracts taught in the undergraduate Bachelor in Law program.

### Prerequisites

In general, the requirements to be able to enroll in the University Master in Law (MUA) program.

### Methodology

The sessions are fundamentally practical in nature based on real International Law cases. Students will be divided into teams and in charge of drafting, revising, critically analyzing, and negotiating these contracts, all based on the assumption that students acquired the necessary theoretical understanding of Mercantile Law when completing their undergraduate programs. It is important for students to make an effort to prepare the cases beforehand according to the guidelines and material faculty will provide for each case and, especially, participate actively in the class sessions, developing their negotiation and teamwork skills and competencies.

### Description

### Brief description

This subject is practical in focus, designed to provide students a general overview of what professional law firms specializing in contracts demand, providing students the fundamental tools to be able to understand and recognize the legal nature of each of the contracts analyzed as well as protect the corresponding legal rights.

### Bibliography

- Legislative texts primarily

## Activities

### Tests

Tests as part of students' ongoing assessment which, together with the final exam, serve to determine what students have learned about each type of contract analyzed in this subject.

### Case studies

Negotiating contracts based on the relevant assumptions provided to students regarding each specific case study.

## Content

#	Module
1	Introduction to the subject and program and presentation of the work methodology and assessment criteria for this subject.
2	Basic International Law concepts.
3	The internationalization process.
4	The international sale and purchase of merchandise.
5	Distribution and franchises.
6	Agency contracts.
7	Direct establishment abroad. Joint-venture contracts.

## Assessment

Tool	Assessment method	Category	%
In-class discussions and analyses of the different topics	Preparation of practical case studies and contract negotiations. Active in-class participation.	Ordinary call	60%
Written and/or oral exams	Final exam	Both ordinary and extraordinary calls	40%

## PROGRAMS

113-Bachelor in Law Exchange Program (Undergraduates: Law)

113 Year 1 (elective)

DD05-Double Degree Program (exchange) (Undergraduates: Law)

DD05 Year 1 (elective)

LAF23-Master in Continuous Learning in Tax Law (Master's: MUA)

LAF23 Year 1 (elective)

LCL23-Master in Continuous Learning in Corporate Law (Master's: MUA)

LCL23 Year 1 (elective)

LCP23-Master in Continuous Learning in Corporate Compliance and Economic Criminal Law (Master's: MUA)

LCP23 Year 1 (elective)

LDA23-Master in Continuous Learning in Economic Administrative Law (Master's: MUA)

LDA23 Year 1 (elective)

LDL23-Master in Continuous Learning in Employment Law and People Management Services (Master's: MUA)

LDL23 Year 1 (elective)

LIB23-Master in Continuous Learning in International Business Law (Master's: MUA)

LIB23 Year 1 (elective)

LIT23-Master in Continuous Learning in New Technologies and Intellectual Property (Master's: MUA)

LIT23 Year 1 (elective)