Aston Business School
Birmingham

BFM126 INTERNATIONAL SALES LAW

Number of Aston Credits: 30

Number of ECTS Credits: 15

Staff Member Responsible for the Module:

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Availability: see 'office hours' on door
Or contact Rosaleen Shirley, NB404, Extension 3238

Pre-requisites for the Module:

None

Module Objectives and Learning Outcomes:

On successful completion of the Module students will have:

1. an understanding of the nature and importance of international business law and regulation in three particular and interrelated contexts, involving
   - a detailed examination of the private law regulation of international sales
   - an outline understanding of the financing of international sales
   - a grasp of the international regulation of transportation of goods

2 an opportunity, whether they have or have not already made a study of business law, to enhance and develop their knowledge of the subject in an international context.

3. assistance in the development of their analytical and legal problem solving techniques.

Module Content:

[Term 1]

Week 3	**General introduction to the module: the course; books etc**
Week 5	International sales and the law. The characteristics and organisation of international sales transactions. The legal definition of an international sale. Sources of law U.N.Convention on Contracts for International Sale of Goods. Incoterms. Regulation and Commodity

	Trade Associations. Types of international sale contract and business considerations affecting their development and selection. Commodities; Manufactures.; Incoterms
Week 7	The major shipment contracts: Cost, Insurance and Freight sales. Seller's duties: Shipment of goods and tender of documents. (a) shipment; the importance of time; route etc (b) tender of documents; tender after loss; seller's remedies: damages.
Week 9	Buyer's duties: Payment against documents; Buyer's remedies: rejection of documents; rejection of goods; damages
[Term 2]	
Week 11	The major shipment contracts: Free on Board sales. Variety and flexibility: Classic fob: duties of buyer: nomination and substitution. Additional services fob.
Week 13	Export and Import Licensing; export prohibition; force majeure and frustration of business agreements
Week 15	Financing international sales. General arrangements The documentary credit system: autonomy and strict compliance; fraud.
Week 17 -19	The transport of goods on sale. Carriage of goods by land, sea and air. Sources of law Rights of the sea carrier Freight and claims. Carriage by sea: cargo claims and carrier immunity. The revolution in the international transport of goods. Containerisation and Multimodal transport.
Week 22 -24	International harmonisation/unification of sales law .The U.N Convention on International Sales of Goods. Vienna 1980
Week 26	Revision

Examination

Corporate Connections:

Although the module is concerned with legal regulation it will be sited firmly in the business and commercial context.

International Dimensions:

The module will address all the main international legal dimensions of, international business sales and financing and the allied aspect of international transportation of goods, concentrating particularly on the commodity markets. This will include a study

of the regulation of export sales, insurance, storage and the transport of goods across frontiers. The study will concentrate upon English law but will conclude with a comparison of the legal solutions provided by International Convention

Contribution of Research:

Lecturer's own research including research into the international dimensions of these subjects; Scholarly treatises on the subject.

Method of Teaching:

Seminars

Method of Assessment and Feedback:

3 hour CLOSED BOOK examination WITH SPECIFIC MATERIALS PROVIDED (100%)

Learning Hours:

Contact Hours	24
Private Study/Group Work	273
Assessment (Exam)	3
Total	**300**

Essential Reading:

Bridge M (2nd Edition) The International Sale of Goods: Law and Practice, Oxford

Goode, R. (3rd Edition) Commercial Law, Penguin

Indicative Bibliography:

Atiyah, P.S. The Sale of Goods, Pitman
Benjamin (6th ed) Sale of Goods Thomson
Honnold, J. Uniform Law of International Sales, Kluwer
Sealy & Hooley (et al) Cases and Materials on Commercial Law. Butterworth

Journals:

Journal of Business Law
Lloyds Maritime and Commercial Law Quarterly

Useful online resources:

Westlaw
Lexis-Nexis
Lawtel

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UK Parliament: http://www.parliament.uk/
UNCITRAL: http://www.uncitral.org
The World Legal Information Institute: http://www.worldlii.org/
CISG: http://www.cisg.law.pace.edu/cisg/guide.html

See Blackboard for further information.