

## COURSE OF STUDY *ECONOMIC AND BUSINESS ADMINISTRATION*

ACADEMIC YEAR 2023-2024

ACADEMIC SUBJECT *INTERNATIONAL TRADE LAW*

General information	
Year of the course	First year – a.y. 2023-2024
Academic calendar (starting and ending date)	Firs term
Credits (CFU/ETCS):	6
SSD	IUS/04
Language	Italian
Mode of attendance	Attendance is strongly recommended given the peculiarity of the topics covered

Professor/ Lecturer	
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Telephone	
Department and address	Ionic Department – Taranto – Economic Courses – Lago Maggiore Street
Virtual room	Channel Teams
Office Hours (and modalities: e.g., by appointment, on line, etc.)	After the lessons or by mail appointment

Work schedule			
Hours			
Total	Lectures	Hands-on (laboratory, workshops, working groups, seminars, field trips)	Out-of-class study hours/ Self-study hours
<i>Es. 150</i>	<i>48</i>	<i>0</i>	<i>102</i>
CFU/ETCS			
<i>Es. 6</i>	<i>6</i>	<i>0</i>	

<b>Learning Objectives</b>	Provide students with the basic elements, both theoretical and practical, for understanding the main legal issues related to transnational business activity, international trade, international disputes and cross-border insolvency.
<b>Course prerequisites</b>	Basic knowledge of private law

<b>Teaching strategie</b>	Lectures, in-depth seminars, reading of materials (INCONTERMS, standard models of international trade contracts, international treaties), analysis of practical cases.
<b>Expected learning outcomes in terms of</b>	
<b>Knowledge and understanding on:</b>	The student will have to know the main notions on international trade and subjects operating in this sector, as well as on the subject of the discipline of international contracts. Students will start to acquire skills in reading and understanding technical documents in the disciplinary field (general contract conditions, transport documents, credit agreements).
<b>Applying knowledge and understanding on:</b>	The student will be initiated in the acquisition of critical evaluation skills of the negotiating tools ordinarily used in the disciplinary field, as well as in the

	(embryonic) production of technical documents in the same field. The student will be able to deepen their knowledge of international contracts through the preparation of seminars on specific topics with the help of industry experts.
<b>Soft skills</b>	The student will be able to know the issues of arbitration between legal systems regarding the choice of the permanent headquarters of the corporate business with an international vocation. <ul style="list-style-type: none"> <li>• Making informed judgments and choices</li> </ul> The attendance of the course will allow students to acquire an adequate level of knowledge of regulatory texts and tools for critical analysis of the issues covered by the program, so as to enable them to deal independently with legal and social issues <ul style="list-style-type: none"> <li>• Communicating knowledge and understanding</li> </ul> The student must acquire, at the end of the course, the legal lexicon necessary to govern the international commercial law regulatory material. <ul style="list-style-type: none"> <li>• Capacities to continue learning</li> </ul> Through an in-depth study of the subject, students will have to assimilate the normative contents and acquire the necessary skills for the analysis of future legislative interventions, as well as consolidate the technical-legal study method necessary for the approach to the problems studied
<b>Syllabus</b>	
<b>Content knowledge</b>	<b>International trade actors:</b> States, international organizations, non-governmental organizations, transnational companies (so-called multinationals), the lex loci societatis, the European Company, the European Cooperative, the EEIG and other forms of international cooperation between companies. <b>The sources of international commercial law:</b> internal sources, sources of union origin, sources of interstate origin, sources of non-state origin. <b>The main contracts of international commercial law:</b> International contracts in general, Individual contracts, Uniform contractual models, Identification of the law applicable to contracts, International sales contracts, International transport of goods. <b>The international payments.</b> <b>The international protection of intellectual and industrial property.</b> Notes on patents and European and international trademarks. <b>International trade dispute resolution.</b> Notes on the resolution of international disputes before the arbitrator and before the domestic judge. <b>Cross-border insolvency.</b> Notes on the EU Reg. n. 848/2015.
<b>Texts and readings</b>	1) F. Marrella, Manuale di diritto del commercio internazionale, Cedam (Wolter-Kluwer), Padova, 2020, Cap. I, II, III, IV, V, VI, VII (Sez. I), X (Sez. I e II), XVI, XVII e XVIII o in alternativa 2) AA.VV., (a cura di U. Patroni Griffi), Diritto commerciale internazionale, Milano, 2012, capitoli I, II, III (solo par. 1), V, VI (parr. 1 e 3) and lecture notes on cross-border insolvency.
<b>Notes, additional materials</b>	Specific teaching materials such as explanatory slides, regulatory sources, copies of international trade treaties and standard contracts will be made available to attending students.
<b>Repository</b>	
<b>Assessment</b>	
Assessment methods	Oral exam at the end of the course with interview
Assessment criteria	<ul style="list-style-type: none"> <li>• Knowledge and understanding</li> </ul> Assessment of the ability to define and describe topics covered by the course (minimum level of learning) Applying knowledge and understanding Assessment of the ability to apply the knowledge acquired to real cases and to

	<p>identify elements of correlation between different topics in the field of international trade law</p> <ul style="list-style-type: none"> <li>• Autonomy of judgment</li> </ul> <p>Assessment of the ability to critically analyze the topics covered by the course and to debate the issues related to them by formulating conclusions and reasoned judgements</p> <p>Communicating knowledge and understanding</p> <p>Assessment of the ability to express oneself orally in terms of linguistic appropriateness and fluency in legal lexicon, conceptual organization, logical-argumentary process and clarity</p> <ul style="list-style-type: none"> <li>• Communication skills</li> </ul> <p>Assessment of the ability to effectively convey the concepts and content learned during the course</p> <ul style="list-style-type: none"> <li>• Capacities to continue learning</li> </ul> <p>Assessment of the ability to use the study methodology used during the course to analyze and solve problems in the field of international trade law different from those addressed in the case studies dealt with during the lessons.</p>
Final exam and grading criteria	<p>The final exam will be held in the form of oral and provides an evaluation in thirtieths; the exam is passed with a mark equal or greater than 18/30. The vote is given to the student proportionally to his preparation and his performance</p>
<b>Further information</b>	