

WSB University				
Field of study: Management				
Course: Law in international business				
Educational profile: practical				
Education level: II -cycle studies				
Number of hours per semester	1		2	
	I	II	III	IV
Full-time studies (L/C/lab/pr/e)	12L, 12C			
Part-time studies (L/C/lab/pr/e)				
CLASS LANGUAGE	English			
LECTURER	Jadwiga Soltysek – attorney at law			
FORM	Lectures/classes			
COURSE OBJECTIVES	The Law in International Business course aims to provide students with a strong understanding of the legal frameworks, principles, and practices governing international business transactions. It emphasizes practical skills in applying legal concepts to real-world cross-border scenarios, navigating cultural differences in legal communication, and integrating responsible leadership and ethics in international business contexts. Through case studies, simulations, and cross-cultural communication exercises, students will develop the ability to critically analyze legal risks, negotiate effectively, and make informed decisions that align with global sustainability goals (SDGs).			
Reference to learning outcomes	Description of learning outcomes			
Field-related learning outcome EFMD	Description of learning outcomes		Teaching and learning methods	Verification of learning outcomes
Knowledge				

Business Management Concepts and Challenges LO2 LO3	Students understand the legal frameworks governing international business transactions (e.g., contracts, trade agreements, intellectual property). They know how legal systems differ across countries and their implications for global business operations. Students identify and assess legal risks in international markets, including compliance with trade regulations, dispute resolution, and liability. They understand the role of global institutions (e.g., WTO, ICC, UNCITRAL) in shaping international business law.		
Intercultural Communication and Interpersonal Skills LO8	Students recognise cultural differences in legal negotiations and communication styles. They understand how to adapt legal arguments and documentation for cross-cultural business environments.	Teaching methods: 1. Interactive lectures	1. Drafting a contract
Responsible Leadership and Decision-making LO12	Students understand the importance of ethical leadership and corporate governance in international legal contexts and recognize the role of leaders in managing legal and reputational risks responsibly.	Learning methods: 1. Practice quizzes 2. Discussion in a class	2.Preparing a draft of resolution, completing the exercises
Digital Skills and the Use of Information and Communication Technologies LO18	Students understand how digital platforms and technologies (e.g., e-contracts, online dispute resolution) are transforming international business law. They know how to present legal insights effectively using digital tools and visualisation techniques.		
Ethics and Sustainability LO20	Students understand the role of law in promoting corporate social responsibility and sustainability. They know how international legal frameworks align with SDG goals, such as fair trade, human rights, and environmental protection		

Skills & Attitudes			
Business Management Concepts and Challenges L02 L03	Students are able to apply international business law principles to real-world scenarios, such as drafting contracts or evaluating trade agreements as well as legal frameworks to specific industries, markets, and jurisdictions. They demonstrate skills to analyse complex legal cases involving cross-border disputes, compliance, or intellectual property. They evaluate legal risks and propose strategies for risk mitigation in international operations.	Teaching methods: 1. Interactive lectures Learning methods: 1. Practice quizzes, discussion in a class	Discussion in a class
Intercultural Communication and Interpersonal Skills L08	Students engage in effective cross-cultural negotiations, demonstrating cultural sensitivity and adaptability. They are able to draft clear, concise, and culturally appropriate legal communications.		
Responsible Leadership and Decision-making L012	Students demonstrate leadership in resolving legal and ethical challenges in international business. They promote transparency and integrity when making legal decisions that affect stakeholders.		
Digital Skills and the Use of Information and Communication Technologies L018	Students use digital tools (e.g., online negotiation platforms, visualisation dashboards) to analyse and communicate legal data and present legal arguments and recommendations in a clear, evidence-based manner to diverse audiences.		

Ethics and Sustainability LO20	Students incorporate ethical and sustainability considerations into legal decision-making and demonstrate a commitment to aligning legal strategies with broader societal goals, including human rights and environmental stewardship.
Full- time Participation in lectures = 12 Participation in classes = 12 Preparation to classes = 20 Preparation to lectures = 20 Preparation to an examination = 8 Project tasks = e-learning = Credit/examination = 10 others (indicate which) = 18 TOTAL: 100 ECTS points: 4 Including practical classes: 12	Part-time Participation in lectures = Participation in classes = Preparation to classes = Preparation to lectures = Preparation to an examination = Project tasks = e-learning = Credit/examination = others (indicate which) = TOTAL: ECTS points: Including practical classes:
PREREQUISITES	

COURSE CONTENT (Division into contact hours and e-learning)	Contact hours: <u>Class no. 1 and 2</u> Creation of the companies and their types: a) definition of corporation, company bodies, b) methods of corporate governance, adopting resolution, c) sole proprietorship. <u>Class no. 3 and 4</u> The concept and types of contracts in business transactions: a) agreement as a primary source of commitments, b) agreement unilaterally and bilaterally binding, mutual contracts. Contract named and unnamed, c) form of contract - verbal, written, specific forms, d) the ability to enter into valid contracts - legal capacity, e) concluding contracts by proxy. <u>Class no. 5</u> The United Nations Convention on Contracts for the International Sale of Goods (CISG): a) purpose of the Convention, b) key provisions, c) relation to private international law and existing domestic law. <u>Class no. 6</u> Non disclosures agreements and ICC Model Confidentiality Agreement: a) what is a confidential information, b) scope of contracts, exemptions, c) penalties for a breach of confidentiality. <u>Class no. 7</u> The models of contracts prepared and recommended by the International Chamber of Commerce (ICC) - Incoterms 2020: a) What are Incoterms rules? b) Most common Incoterms, c) Parties obligations under Incoterms rules. <u>Class no. 8</u> The models of contracts prepared and recommended by the International Chamber of Commerce (ICC): a) ICC Model Contract International Sale, b) ICC Model Mergers & Acquisitions Contract 1 - Share Purchase Agreement. <u>Class no. 9</u> 1. Negotiations of contracts: a) steps for contracts negotiations, b) types of contracts negotiations. 2. International arbitration: a) what is international arbitration? b) how does the arbitration process work? c) The International Arbitration Chamber of Paris, Court of Arbitration at the Polish Chamber of Commerce in Warsaw. <u>Class no. 10</u> Regulation (EC) No. 593/2008 of The European Parliament and of the Council of 17 June 2008 on the law applicable to contractual obligations (Rome I): a) what is The Rome Convention? b) scope of Convention,
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- c) laws applicable to contractual obligations.

Class no. 11 and 12

Employment contract, cooperation agreement and other forms of providing services:

- a) forms of contracts,
- b) status of employee,
- c) rights and duties of contractual parties.

E-learning: not applicable

LITERATURE (compulsory reading)	1. J. Marson, K. Ferris, Business Law. Oxford University Press 2020, 2. Ben L. Fernandez, Drafting&Revising Contracts. Vandepas Publishing 2019, 3. E. Baskind, Commercial Law: Concentrate. Oxford University Press 2017, 4. D. Soler, Practical guides to the Incoterms 2020 rules. Marge Books 2021. 5. Handbook of International Law / Anthony Aust. - Cambridge : Cambridge University Press, 2017. 6. International law / Jan Klabbbers. - 2nd ed. - Cambridge : Cambridge University Press, 2017.
OPTIONAL LITERATURE	1. 1. Dr R. Lewandowski, Fundamentals of Polish Business Law, C.H. Beck 2019, 2. J. Lookovsky, Convention on Contracts for the International Sale of Goods (CISG). Wolters Kluwer 2022.
SCHOLARLY PUBLICATIONS BY PERSONS WHO CONDUCT CLASSES, WHICH ARE RELATED TO THE MODULE SUBJECT	Not applicable.
TEACHING AIDS	Presentations, multimedia projector, internet access
PROJECT (if implemented in the framework of a classes module)	Not applicable
FORM AND CONDITIONS OF ASSESSMENT CRITERIA FOR ASSESSING ACHIEVED LEARNING OUTCOMES.	Assignment – draft of lease agreement/contract on sale Evaluation criteria: correct type of contract (10), designation of the parties (20), duration (10), rights and obligations of the parties (40), given in the case study. Application of applicable law (20). Grading scale: 100 -90 = 5 80 = 4+, 70 = 4, 60 = 3+ 50 = 3 <50 = 1.

* L-lecture, C- classes lab- laboratory, pro- project, e- e-learning

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