

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion, Genève	Academic Year: 2021-2022
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FIRST PART: DESCRIPTION OF MODULE	
1. Domain	Business and Services
2. Department	International Business Management
3. Course name	Advanced Business Law
4. Code	31026
5. Type of education	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> <input type="checkbox"/> DAS / CAS / single days
6. Number of ECTS Credits	5
7. Prerequisites	<input checked="" type="checkbox"/> Validation of the modules in semesters 1 and 2 <input checked="" type="checkbox"/> Attendance of the modules in semesters 3 and 4 for full-time students, and semesters 5 and 6 for part-time students <input type="checkbox"/>
8. Teaching language	<input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other :
9. Objectives	<p>The main objective of the course is to allow the student to identify and understand the interests at stake related to “real life” legal and regulatory issues in international business: negotiation of contracts (including international trading and documentary credit), bankruptcy, merger & acquisition, unfair competition, basic listed company strategy, intellectual property, date protection and other international economic and commercial regulations.</p>

<p>10. Contents <i>(General themes and descriptions, the accurate content may change)</i></p>	<p>The 14 lessons will present selected business law's general principles of specific relevance for the international business community, notably under Swiss, European Union, UK and US law.</p> <ol style="list-style-type: none">1. Contract General structure of a contract Negotiation process (NDA, term sheet, closing)2. International trading Contract of international sale of goods (Convention of Vienna) Incoterms3. Competition Law/1 Antitrust Unfair competition4. Merger & Acquisition law Merger, demerger, acquisition Process of M&A: valuation, due diligence, contracts5. Corporate finance Capital contribution and loans Documentary credit (letter of credit)6. Bankruptcy Bankrupted side Creditor side7. Listed companies Stock exchange law Friendly and hostile take-over and defensive strategies8. Competition Law/2 EU, including State aid Switzerland (anti-cartel legislation)9. Intellectual Property /1 Trade marks, copyrights, software, geographical indications10. Intellectual Property/2 Industrial property: Patents, Designs "Swiss made" ordinance11. Anti-Corruption Public and Private forms12. Data Protection EU Switzerland13. Economic Criminal law / White-Collar Crime (selected aspects)14. International Investment law / An introduction to basic principles
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11. Evaluation	<p>The grading of the module shall be based on:</p> <p>50% individual written final exam during 15th course</p> <p>50% group practical cases</p>
12. Remediation/repetition	<p><input checked="" type="checkbox"/> Compulsory remediation if the module grade is between 3.5 and 3.9 / 6. When subject to a remediation, only the grade of the remedial exam will be taken into account (maximum grade 4.0). A repeated module cannot benefit from a remedial exam.</p> <p><input type="checkbox"/> No remediation</p>
13. Coordinator / main instructor	<p>Mr. Sylvain Godinet (Courses 1-7)</p> <p>Mr. Laurent Matile (Courses 8-14)</p>
SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN	
14. Level	<p><input type="checkbox"/> Basic module</p> <p><input type="checkbox"/> Advanced module</p> <p><input checked="" type="checkbox"/> Specialized module</p> <p><input type="checkbox"/> Other:</p>
15. Characteristics	<p><input checked="" type="checkbox"/> Module is mandatory (which could lead to final dismissal from the program, cf. art.15, al.1, « Statut des étudiant-e-s bachelor »)</p>
16. Type	<p><input checked="" type="checkbox"/> Main module</p> <p><input type="checkbox"/> Module linked to main module</p> <p><input type="checkbox"/> Optional module</p> <p><input type="checkbox"/> Other:</p>
17. Time organization	<p><input checked="" type="checkbox"/> Module over 1 semester <input type="checkbox"/> Module over 2 semesters</p> <p><input type="checkbox"/> Spring semester <input checked="" type="checkbox"/> Fall semester <input type="checkbox"/> Other</p>