

## DESCRIPTION OF ELECTIVE COURSE

<b>Name of the school :</b> Haute école de gestion, Genève	<b>Academic Year:</b> 2024-2025
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FIRST PART: DESCRIPTION OF MODULE	
<b>1. Domain</b>	Business and Services
<b>2. Department</b>	International Business Management
<b>3. Course name</b>	<b>Advanced Business Law</b>
<b>4. Code</b>	31026
<b>5. Type of education</b>	<input checked="" type="checkbox"/> Bachelor <input type="checkbox"/> Master <input type="checkbox"/> MAS <input type="checkbox"/> DAS / CAS / single days
<b>6. Number of ECTS Credits</b>	<b>5</b>
<b>7. Prerequisites</b>	<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"/> .....
<b>8. Teaching language</b>	<input type="checkbox"/> French <input type="checkbox"/> German <input checked="" type="checkbox"/> English <input type="checkbox"/> Other : .....
<b>9. Objectives</b>	<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 &amp; acquisition, unfair competition, basic listed company strategy, intellectual property, date protection and other international economic and commercial regulations.</p>

<p><b>10. Contents</b> <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"><li><b>1. Contract</b> General structure of a contract Negotiation process (NDA, term sheet, closing)</li><li><b>2. International trading</b> Contract of international sale of goods (Convention of Vienna) Incoterms</li><li><b>3. Competition Law/1</b> Antitrust Unfair competition</li><li><b>4. Merger &amp; Acquisition law</b> Merger, demerger, acquisition Process of M&amp;A: valuation, due diligence, contracts</li><li><b>5. Corporate finance</b> Capital contribution and loans Documentary credit (letter of credit)</li><li><b>6. Bankruptcy</b> Bankrupted side Creditor side</li><li><b>7. Listed companies</b> Stock exchange law Friendly and hostile take-over and defensive strategies</li><li><b>8. Competition Law/2</b> EU, including State aid Switzerland (anti-cartel legislation)</li><li><b>9. Intellectual Property /1</b> Trade marks, copyrights, software, geographical indications</li><li><b>10. Intellectual Property/2</b> Industrial property: Patents, Designs "Swiss made" ordinance</li><li><b>11. Anti-Corruption</b> Public and Private forms</li><li><b>12. Data Protection</b> EU Switzerland</li><li><b>13. Economic Criminal law / White-Collar Crime</b> (selected aspects)</li><li><b>14. International Investment law / An introduction to basic principles</b></li></ol>
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<b>11. Evaluation</b>	<p>The grading of the module shall be based on:</p> <p>50% individual written final exam during 15<sup>th</sup> course</p> <p>50% group practical cases</p>
<b>12. Remediation/repetition</b>	<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>
<b>13. Coordinator / main instructor</b>	<p>Mr. Sylvain Godinet</p> <p>Mr. Laurent Matile</p>
<b>SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN</b>	
<b>14. Level</b>	<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>
<b>15. Characteristics</b>	<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>
<b>16. Type</b>	<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>
<b>17. Time organization</b>	<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>