

Argosy University  
COURSE SYLLABUS  
B6606

*International Regulatory Compliance*

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**Faculty Information**

**Faculty Name:**

**Campus:**

**Contact Information:**

**Office Hours:**

**Short Faculty Bio:**

**Course description:**

This course will examine the impact of regulatory and compliance issues within a global marketplace. This course will focus on the evolution of international organizations such as the World Trade Organization, United Nations, the European Union, and North American Free Trade Agreement, Foreign Corrupt Practices Act, and their attempts to regulate international business transactions.

**Course Pre-requisites:** None

**Required Textbook:**

**IMPORTANT: You are required to purchase the textbook for this course. Please go to MBS to purchase a print version.**

DiMatteo, L. & Dhooge, L. (2006). *International business law: A transactional approach* (2<sup>nd</sup> ed.). Thomson Publisher.

**Course length:** 7.5 Weeks

**Contact Hours:** 45 Hours

**Credit Value:** 3.0

## **Program Outcomes:**

### **1. Communication**

1.1. Oral/Written – Present business information orally and in writing using appropriate technology that is concise, clear, organized, supported, and persuasive in a professional manner appropriate to the business context

### **2. Critical Thinking/Problem Solving**

2.1. Critical Thinking – Incorporate and synthesize information, theory, and practice in order to implement appropriate business actions

2.2. Problem Solving/Decision Making – Given a business situation, diagnose the underlying causes of the situation, evaluate possible solutions, and determine and defend appropriate course of action

2.3. Information Literacy – Access information from a variety of sources, evaluate the credibility of the sources, and apply that information to solve business problems

### **3. Team**

3.1. Leadership – Describe the requirements of team members and leaders to work effectively and creatively in achieving team goals

3.2. Collaboration – Collect, categorize, and consider the views of all stakeholders

### **4. Ethics**

4.1. Ethics – Identify the ethical principles related to personal and corporate behavior in specific business situations and explains the potential consequences

### **5. Diversity**

5.1. Diversity – Identify the impact of both cultural and economic factors on the modern enterprise and explain the potential consequences

### **6. Analysis/Application**

6.1. Applied Technology – Select and defend business technology solutions to typical business problems

6.2. Integration – Describe the interrelationship of the functional business areas of statistics, accounting, finance, marketing, operations, and strategy within the context of specific organizational goals

## **Corporate Compliance**

### **7. Analysis**

13.1 Analyze and evaluate the impact of regulatory and compliance issues for an organization

**Course Objectives:**

1. Identify and analyze regulatory and compliance issues in the legal and ethical environments of international business. (Program Outcomes: 2.1, 2.2, 2.3, 4.1, 13.1)
2. Analyze how the corporate laws of different countries reflect each society’s fundamental view of the role of the corporation. (Program Outcomes: 2.1, 2.2, 2.3, 4.1, 6.2, 13.1)
3. Examine the evolution of international regulatory compliance institutions and legislations such as the World Trade Organization, United Nations, the European Union, and North American Free Trade Agreement, Foreign Corrupt Practices Act. (Program Outcomes: 2.1, 2.2, 2.3, 4.1, 13.1)
4. Compare and contrast the types of consumer initiatives that regulatory institutions have undertaken. (Program Outcomes: Program Outcomes: 1.1, 2.1, 2.2, 2.3, 4.1)
5. Analyze the ways in which different methods of payment are regulated in international export and import transactions. (Program Outcomes: 2.1, 2.2, 2.3, 4.1, 6.2, 13.1)
6. Assess the value of the international regulatory compliance and international organizations to the global marketplace. (Program Outcomes: 2.1, 2.2, 2.3, 4.1, 6.2, 13.1 )

**Assignment Table**

Module	Module Topics	Readings	Assignments
1	<ul style="list-style-type: none"> <li>• Special qualities and risks found in international business transactions</li> <li>• The ethical implications of international business transactions from the perspective of the American-based multinational corporation</li> </ul>	<p>Chapter 1, “ Introduction to International Business ”</p> <p>Chapter 2, “The Ethics of International Business”</p>	
2	<ul style="list-style-type: none"> <li>• Different modes of international business transaction</li> <li>• Different types of international dispute resolution</li> </ul>	<p>Chapter 3, “Strategies for International Business”</p> <p>Chapter 4, “International Commercial Dispute Resolution”</p>	
3	<ul style="list-style-type: none"> <li>• The international trading system</li> <li>• International sales and customs regulations</li> </ul>	<p>Chapter 5, “International Trade Regulation”</p> <p>Chapter 6, “International Import and Export</p>	

		Regulation”	
4	<ul style="list-style-type: none"> <li>Review the general principles of international contract law</li> <li>Key provisions of the Contracts for the International Sale of Goods (CISG),</li> </ul>	<p>Chapter 7, “International Contract Law”</p> <p>Chapter 8, “International Sales Law”</p>	
5	<ul style="list-style-type: none"> <li>Different methods of payment utilized in international export and import transactions</li> <li>Hague Rules that have been codified in the United States as the Carriage of Goods By Sea Act (COGSA)</li> </ul>	<p>Chapter 9, “The Documentary Transaction”</p> <p>Chapter 10, “Transport of Goods”</p>	
6	<ul style="list-style-type: none"> <li>Different methods of international trade finance</li> <li>The sale (and purchase) of services</li> </ul>	<p>Chapter 11, “International Trade Finance”</p> <p>Chapter 12, “Sale of Services”</p>	
7	<ul style="list-style-type: none"> <li>The law of intellectual property right</li> <li>Analyze how intellectual property is protected through contract</li> </ul>	<p>Chapter 13, “Law of Intellectual Property Rights”</p> <p>Chapter 14, “Intellectual Property licensing”</p>	
8	<ul style="list-style-type: none"> <li>The legal issues relating to the transaction of business over the Internet and by other means of electronic communications</li> </ul>	<p>Chapter 15, “Electronic Business Transactions”</p>	

## Grading Criteria

*Grading Scale*

*Grading requirements*

<b>A</b>	100 – 93
<b>A-</b>	92 – 90
<b>B+</b>	89 – 88
<b>B</b>	87 – 83
<b>B-</b>	82 – 80
<b>C+</b>	79 – 78
<b>C</b>	77 – 73
<b>C-</b>	72 – 70
<b>F</b>	79 and below

<i>Attendance/participation</i>	<i>25%</i>
<i>Weekly Assignments</i>	<i>20%</i>
<i>Final paper</i>	<i>35%</i>
<i>Optional</i>	<i>10%</i>
<i>Optional</i>	<i>10%</i>
	<i>100%</i>

## **Library**

*All resources in Argosy University's online collection are available through the Internet. The campus librarian will provide students with links, user IDs, and passwords.*

All resources in Argosy University's online collection are available through the Internet. Students can access the online collection by logging into the student portal and clicking on the library link. Library Resources: Argosy University's core online collection features over 48, 889 full-text journals and 23,000 electronic books and other content covering all academic subject areas including Business & Economics, Career & General Education, Computers, Engineering & Applied Science, Humanities, Science, Medicine & Allied Health, and Social & Behavior Sciences. Many titles are directly accessible through the Online Public Access Catalog at <http://library.argosy.edu>.

In addition to online resources, Argosy University's onsite collections contain a wealth of subject-specific research materials searchable in the Online Public Access Catalog. Catalog searching is easily limited to individual campus collections. Alternatively, students can search combined collections of all Argosy University Libraries. Students are encouraged to seek research and reference assistance from campus librarian.

## **Academic Policies**

Academic Dishonesty/Plagiarism: In an effort to foster a spirit of honesty and integrity during the learning process, Argosy University requires that the submission of all course assignments represent the original work produced by that student. All sources must be documented through normal scholarly references/citations and all work must be submitted using the current edition of the *Publication Manual of the American Psychological Association*. Students are encouraged to purchase this manual and become familiar with its content as well as consult the Argosy University catalog for further information regarding academic dishonesty and plagiarism.

Scholarly writing: The faculty at Argosy University is dedicated to providing a learning environment that supports scholarly and ethical writing, free from academic dishonesty and plagiarism. This includes the proper and appropriate referencing of all sources. You may be asked to submit your course assignments through "Turnitin," ([www.turnitin.com](http://www.turnitin.com)), an online resource established to help educators develop writing/research skills and detect potential cases of academic dishonesty. Turnitin compares submitted papers to billions of pages of content and provides a comparison report to your instructor. This comparison detects papers that share common information and duplicative language.

## **Americans with Disabilities Act Policy**

It is the policy of Argosy University to make reasonable accommodations for qualified students with disabilities, in accordance with the Americans with Disabilities Act (ADA). If a student with disabilities needs accommodations, the student must notify the Director of Student Services.

Procedures for documenting student disability and the development of reasonable accommodations will be provided to the student upon request.

Students will be notified by the Director of Student Services when each request for accommodation is approved or denied in writing via a designated form. To receive accommodation in class, it is the student's responsibility to present the form (at his or her discretion) to the instructor. In an effort to protect student privacy, the Department of Student Services will not discuss the accommodation needs of any student with instructors. Faculty may not make accommodations for individuals who have not been approved in this manner.

### **The Argosy University Statement Regarding Diversity**

Argosy University prepares students to serve populations with diverse social, ethnic, economic, and educational experiences. Both the academic and training curricula are designed to provide an environment in which students can develop the skills and attitudes essential to working with people from a wide range of backgrounds.