

Objectives:

By the end of this module, student should be able to combine technical, commercial and legal contractual aspects; identify, allocate and manage risks along the supply chain, negotiate contracts and claims with customers and suppliers and prepare documentary evidence for disputes and law suits.

This module combines a lecture (3 ECTS-Credits) and case studies (3 ECTS-Credits).

Contents:

Lecture contents:

- International business environment
- Public and private law
- Contract management
- Global trade
- Security and safety
- Risk management
- Bid and negotiation
- Order execution
- Compliance.

Case Studies Laws:

- Contract set up and contract drafting
- Contract negotiations
- Claim management and dispute settlement
- Records management and burden of proof
- Allocation and management of contract risks
- Management of preferential origin
- Product classification (HS-code and export control)

Assessment:

Grading is based on a 90-minute written final examination.