

DESCRIPTION OF ELECTIVE COURSE

Name of the school : Haute école de gestion, Genève	Academic Year: 2023-2024
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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	☒ Bachelor ☐ Master ☐ MAS ☐ DAS / CAS / single days
6. Number of ECTS Credits	5
7. Prerequisites	☒ Validation of the modules in semesters 1 and 2 ☒ Attendance of the modules in semesters 3 and 4 for full-time students, and semesters 5 and 6 for part-time students ☐
8. Teaching language	☐ French ☐ German ☒ English ☐ Other :
9. Objectives	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, data protection and other international economic and commercial regulations.

10. Contents <i>(General themes and descriptions, the accurate content may change)</i>	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. 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) Incoterms 3. Competition Law/1 Antitrust Unfair competition 4. Merger & Acquisition law Merger, demerger, acquisition Process of M&A: valuation, due diligence, contracts 5. Corporate finance Capital contribution and loans Documentary credit (letter of credit) 6. Bankruptcy Bankrupted side Creditor side 7. Listed companies Stock exchange law Friendly and hostile take-over and defensive strategies 8. Competition Law/2 EU, including State aid Switzerland (anti-cartel legislation) 9. Intellectual Property /1 Trade marks, copyrights, software, geographical indications 10. Intellectual Property/2 Industrial property: Patents, Designs "Swiss made" ordinance 11. Anti-Corruption Public and Private forms 12. Data Protection EU Switzerland 13. Economic Criminal law / White-Collar Crime (selected aspects) 14. International Investment law / An introduction to basic principles
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11. Evaluation	The grading of the module shall be based on: 50% individual written final exam during 15th course 50% group practical cases
12. Remediation/repetition	☒ 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. ☐ No remediation
13. Coordinator / main instructor	Mr. Sylvain Godinet Mr. Laurent Matile
SECOND PART: LOCATION OF THE MODULE IN THE STUDY PLAN	
14. Level	☐ Basic module ☐ Advanced module ☒ Specialized module ☐ Other:
15. Characteristics	☒ Module is mandatory (which could lead to final dismissal from the program, cf. art.15, al.1, « Statut des étudiant-e-s bachelor »)
16. Type	☒ Main module ☐ Module linked to main module ☐ Optional module ☐ Other:
17. Time organization	☒ Module over 1 semester ☐ Module over 2 semesters ☐ Spring semester ☒ Fall semester ☐ Other