

INTERNATIONAL
BUSINESS
TRANSACTIONS:
TRADE & ECONOMIC
RELATIONS

ELEVENTH EDITION

Ralph H. Folsom • Michael Wallace Gordon •
John A. Spanogle, Jr. • Peter L. Fitzgerald • Michael P. Van Alstine

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INTERNATIONAL BUSINESS TRANSACTIONS: TRADE & ECONOMIC RELATIONS

Eleventh Edition

■ ■ ■

By

Ralph H. Folsom

*Professor of Law
University of San Diego*

Michael Wallace Gordon

*John H. and Mary Lou Dasburg Professor of Law Emeritus
University of Florida*

John A. Spanogle, Jr.

*William Wallace Kirkpatrick Professor of Law
The George Washington University*

Peter L. Fitzgerald

*Professor of Law
Stetson University College of Law*

Michael P. Van Alstine

*Professor of Law
University of Maryland
Francis King Carey School of Law*

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PREFACE

This is a special edition adapted from Chapters 1-3 and 6-9 of the authors' widely used *INTERNATIONAL BUSINESS TRANSACTIONS: A PROBLEM-ORIENTED COURSEBOOK*, now in its 11th edition (2012). The purpose of this volume is to facilitate a focused study of the law of International Trade and Economic Relations.

Few lawyers engaged in commercial or corporate law, even those located in the remote corners of the United States, are likely to pass their careers without confronting one or more issues of international trade and economic relations. A farm client in Iowa learns that the President has imposed export controls on grain, or that the European Union has established a substantial levy on grain imports for the year because of unexpectedly high European farm production. A Texas manufacturer of tennis racquets discovers the market is flooded with a patent-infringing copy made in the Far East.

Of particular importance is that clients may never be directly engaged in international commerce, but nevertheless may have a serious international business problem. The tennis racquet manufacturer was satisfied with the United States market. But it now confronts the pirating of its patents and must consider whether imports of those tennis racquets may be stopped, and if any action might be taken in the foreign nation where the racquets are being illegally made. A manufacturer of dictating machines discovers the market flooded with machines from abroad at a price which must be well below cost. Was that government subsidizing the production or was the company dumping its products in the United States?

After a brief introduction to the conduct of business in the world community, the book uses 14 hypothetical problems to present what we believe are some of the most important issues in international trade and economic relations. There is an Appendix which introduces the European Union Legal System and a Documents Supplement prepared especially for use with the volume. References are made in each problem to those parts of the Documents Supplement which are necessary to an analysis of the problem. The Documents Supplement includes the principal United States trade acts, with successive amendments to earlier acts integrated into those earlier acts, as well as excerpts from numerous World Trade Organization agreements. Several regional documents are presented, including parts of the North American Free Trade Agreement. It is essential that students use the Documents Supplement in many of the problems.

We expect some professors may wish to expand upon Part One, which is a very condensed introduction, and then allocate one 75 minute class session per problem. Most of the problems could easily be extended to additional class sessions, and many have been divided into two (or more) parts which may

help such allocation. This should permit faculty to omit problems which they feel are less relevant to their goals in teaching the course, and to enhance those problems which they feel are most important with other readings.

The Teacher's Manual will help faculty using this volume for the first time, and should assist previous IBT users by comments in the initial paragraphs to each problem which explain changes made in each specific problem. Professors can obtain a looseleaf edition of this coursebook, which facilitates the transfer of teaching notes, from West Group.

Our focus is on lawyers, public and private, as problem solvers. None of us was interested in undertaking this project for the sake of producing a "casebook". We believed rather that a problem-oriented approach would offer a different perspective for law faculty teaching in this area. We welcome feedback on this special edition.

RALPH H. FOLSOM
rfolsom@sandiego.edu

MICHAEL W. GORDON
gordon@law.ufl.edu

JOHN A. SPANOGLE
aspanogle@law.gwu.edu

PETER L. FITZGERALD
fitz@law.stetson.edu

MICHAEL P. VAN ALSTINE
mvanalst@law.umaryland.edu

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