



UNIVERSITÀ DEGLI STUDI DI PALERMO

DIPARTIMENTO	Scienze Politiche e delle Relazioni Internazionali		
ANNO ACCADEMICO OFFERTA	2017/2018		
ANNO ACCADEMICO EROGAZIONE	2017/2018		
CORSO DILAUREA MAGISTRALE	SCIENZE DELLE AMMINISTRAZIONI E DELLE ORGANIZZAZIONI COMPLESSE		
INSEGNAMENTO	INTERNATIONAL TRADE LAW		
TIPO DI ATTIVITA'	C		
AMBITO	20993-Attività formative affini o integrative		
CODICE INSEGNAMENTO	15905		
SETTORI SCIENTIFICO-DISCIPLINARI	IUS/02		
DOCENTE RESPONSABILE	CASABONA SALVATORE	Professore Ordinario	Univ. di PALERMO
ALTRI DOCENTI			
CFU	6		
NUMERO DI ORE RISERVATE ALLO STUDIO PERSONALE	108		
NUMERO DI ORE RISERVATE ALLA DIDATTICA ASSISTITA	42		
PROPEDEUTICITA'			
MUTUAZIONI			
ANNO DI CORSO	1		
PERIODO DELLE LEZIONI	1° semestre		
MODALITA' DI FREQUENZA	Obbligatoria		
TIPO DI VALUTAZIONE	Voto in trentesimi		
ORARIO DI RICEVIMENTO DEGLI STUDENTI	CASABONA SALVATORE Lunedì 18:00 20:00 Scholar room - Mezzanine Martedì 16:00 18:00 Scholar room - Mezzanine		

DOCENTE: Prof. SALVATORE CASABONA

PREREQUISITI	basic knowledge of contract law and obligations
RISULTATI DI APPRENDIMENTO ATTESI	<ul style="list-style-type: none"> - student will acquire capacity to understand and manage the regulatory strategies of international trade and the logics governing the drafting of an international contract - student will be able to analyze and understand the more common "boilerplate" clauses inserted in the international contract, and to draft templates of the most used international contracts types - student will learn to value risks/opportunities of internationalization of enterprise and to value the most appropriate contractual instrument to face with the international trade challenges - student will be able to discuss international trade issues in English language, and using proper legal English expressions - the case-method and the classroom exercises on practical issues will enhance the individual capacity toward problem-solving approach
VALUTAZIONE DELL'APPRENDIMENTO	<p>ONGOING WRITTEN TEST: divided into 4 or 6 open questions and/or a short essay; It aims at determining the possession of all the provided skills, capacity and expertise. Clear, defined and uniquely interpretable questions will allow both the autonomous formulation of the answer by the student and the comparability of the works by the teacher, in accordance with predetermined criteria for correction and the fact that this is not a test for comparative evaluation in the strict sense. The vote will be expressed in thirtieths according to the criteria pointed out below also for the oral examination. FINAL ORAL EXAM: The candidate must answer at least two/three questions posed orally, on all parts covered by the program, with reference to the recommended texts. Final assessment aims to evaluate whether the student has knowledge and understanding of the topics, has acquired jurisdiction to interpret and independent judgment. EVALUATION METHODS The result of the test will be considered: EXCELLENT (30-30 laude) if the student will show excellent knowledge of the topics, excellent property of language, good analytical capacity, and the ability to apply the knowledge to solve the problems submitted; VERY GOOD (26-29) if the student shows good mastery of the subject, full property of language and the ability to apply the knowledge to solve the problems submitted; GOOD (24-25) if the student will show to have basic knowledge of the main topics, fairly good property of language, limited ability to independently apply the knowledge for the solution of the problems submitted; MORE THAN SUFFICIENT (20-23) if the student will show not to have full mastery of the main arguments but a good understanding of the same, satisfactory property of language, lack of ability to independently apply the knowledge acquired; SUFFICIENT (18-19) where the student will show minimum basic knowledge of the main teaching and technical language issues, minimum ability to apply the knowledge acquired; INSUFFICIENT if the student does not have an acceptable knowledge of the contents of the topics covered in the teaching.</p>
OBIETTIVI FORMATIVI	<p>knowledge of the national and international set of rules that govern the international contract in general</p> <p>knowledge of the national and international set of rules that govern specific international contracts, such as -for example - int. transportation contract; int. agency contract; inter. contract of sale, distributorship agreement.</p>
ORGANIZZAZIONE DELLA DIDATTICA	LESSONS, SEMINARS, WORKING GROUP
TESTI CONSIGLIATI	<ol style="list-style-type: none"> 1. J. Ramberg, International Commercial Transactions, 2011. 2. ICC, Drafting and Negotiating International commercial contracts, 2013 3. Marcel Fontaine, Filip De Ly, Drafting International Contracts: An Analysis of Contract Clauses, 2009 4. Incoterms 2010, ICC 2013 5. ICC Guide to Export/Import, 2012 6. ICC Guide to Export/Import, 2012; J. Ramberg, International Commercial Transactions, 2011 f 7. ICC Guide to Export/Import, 2012; ICC Model Selective Distributorship Contract, 2004; 8. ICC Model Contract Commercial Agency. 9. M. Fabio, Customs Law the European Union, 2012

PROGRAMMA

ORE	Lezioni
10	international Trade Law, new Lex mercatoria, conflict of law in European Union
5	International contracts drafting: the applicable law and jurisdiction; Hardship and force majeure clause; severability clause; linguistic clause; no-waiver clause; entire agreement clause; arbitration clause
2	Standard Trade Terms: Incoterms 2010
2	International Sale
2	International Transport
2	International Agency and Distributorship

PROGRAMMA

ORE	Lezioni
5	Customs: European Community Law and Customs Systems; Authorized Economic Operator (AEO); The origin of goods; Customs value; Customs broker and agent
ORE	Esercitazioni
15	International contracts drafting: the applicable law and jurisdiction; Hardship and force majeure clause; severability clause; linguistic clause; no-waiver clause; entire agreement clause; arbitration clause
3	Standard Trade Terms: Incoterms 2010
3	International Sale
3	International Transport
3	International Agency and Distributorship
5	Customs: European Community Law and Customs Systems; Authorized Economic Operator (AEO); The origin of goods; Customs value; Customs broker and agent