

Lecturer: Prof. Dr. Micha Bloching

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Course Title	<b>International Sales Law</b>
Contact hours (per week)	1
ECTS points	2
Study programme	Bachelor
Study Year (1-4)	2-4
Semester	Summer

**Objectives:**

This module should convey the knowledge of United Nations Sales Law (CISG) and Incoterms required by self-employed businesspeople and businesspeople employed by companies.

Students will be able to evaluate INCOTERMS and the United Nations Convention on Contracts for the International Sale of Goods, will know the most important corporate structures and will be able to assess their advantages and disadvantages.

**Contents:**

**Detailed Course Description**

Fundamentals of Incoterms and the United Nations Convention on Contracts for the International Sale of Goods

**Teaching and Learning Methods**

- Interactive lectures
- Exercises
- Guest presentations

**Media**

Presentations with projector / flipchart / whiteboard and chalkboard

**Literature:**

- Herbert Bernstein and Joseph Lookofsky, Understanding the CISG in Europe
- John O. Honnold, Uniform Law for International Sales

<b>Total Workload and Breakdown of Credits</b> 2 ECTS x 30 hours = 60 hours, made up as follows:		
<b>Course Attendance</b> 15 hours	<b>Preparation / Homework / Self-Study</b> 10 hours	<b>Time for Exercises and Group Work / Exercises</b> 5 hours
<b>Preparation of Term Papers, Seminar Papers, Course Assignments</b> 10 hours	<b>Exam Preparation</b> 10 hours	<b>Duration of Examination</b> 45 minutes
<b>Prerequisite for Award of Credit Points</b> <ul style="list-style-type: none"> <li>• Written examination</li> </ul>		
<b>Type of Examination</b> <ul style="list-style-type: none"> <li>• Written examination</li> </ul>	<b>Weighting of Final Grade</b> <ul style="list-style-type: none"> <li>• Written examination: 100%</li> </ul>	