

# **BL3371 International Sales and Transportation Law**

**Module Number:** BL 3371

**Module Title:** INTERNATIONAL SALES AND TRANSPORTATION LAW

**Number of Aston Credits:** 20

**Total Number of ECTS Credits:** 10  
(European Credit Transfer)

**Staff Member Responsible for the Module:**

**Mrs Angela Stanhope**

Aston Law

Email: To be Confirmed

Availability: Office hours book online at  
<https://wass.aston.ac.uk/wass> or contact group  
administrator, Basia Nowakowska, ABS 428, Extension  
3185

**Other Staff Contributing to the Module:** None

**Pre-Requisite(s) for the Module:** BL2294 Business Law

**Module Learning Outcomes:**

On successful completion of this module students will be able to:

1. Understand the principles and practice of international sales and transportation law and the harmonisation of legal regulation in three interrelated contexts:
  - (i) International sales.
  - (ii) The financing of international sales and the role of commercial credit.
  - (iii) The international transportation of goods on sale.
2. Analyse the legal rights and duties of manufacturers, exporters, importers, insurers and banks in the international sale context.
3. Understand the legal rules relating to international carriage of goods.
4. Appreciate the legal rules relating to the financing of international sales.
5. Demonstrate the capacity for legal analysis, research and problem solving within the context of international business transactions and the law.
6. Reflect on the principles of international sales law and consider the case for reform in relevant aspects of this major area of law.

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## **Module Content:**

The module concentrates on the law of international sales and the allied contracts required to effect such transactions as the major component of international Business Law. The subject may be developed by further study at postgraduate level.

The curriculum is designed to transmit knowledge and to assist students to understand key features of the module by a step by step exploration in a structured manner. The lectures, recommended reading and supporting VLE materials build into a corpus of knowledge which is tested and developed during smaller tutorial classes and the assessment package.

## **Weeks 1 & 2**

International sales and the law. The characteristics and organisation of international sales transactions. The legal definition of an international sale. Sources of law: U.N. Convention on Contracts for International Sale of Goods.

## **Week 3**

Export Sales. Problems peculiar to export sales. Sale to an overseas buyer. The typical export transaction.

## **Week 4 & 5**

Types of international sale contract and business considerations affecting their development and selection. Incoterms. Standard commodity contracts. Contracts appropriate for manufactured goods

## **Week 6**

Reading Week

## **Week 7-11**

Ex works contracts.

The major shipment contracts cif and fob in detail: Rights and duties of the parties; problems of loss; documents and tender; Property and risk; remedies.

## **Week 12 – 15**

Financing international sales. General arrangements for payment. The documentary bill. The documentary credit.

## **Week 16-17**

The Vienna Convention on International Sales.

## **Week 18**

Reading Week

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## **Week 19-24**

The international transportation of goods on sale. Carriage of goods by land, sea and air. Sources of law. Rights and duties of the carrier. The revolution in the international transportation of goods. Containerisation and Multimodal transport.

### **International Dimensions:**

The major objective of this module is to study the international dimensions of International Sales Law firmly set in its business and commercial contexts. Students will make a detailed study of a number of major interrelated areas of International trade law including the allocation of legal and financial risks in international sales, the financing of international sales and the international carriage of goods on sale. Students will also gain a detailed understanding of the need for and difficulties in harmonisation of national laws to create a corpus of international law in this area. The module also provides a foundation or precursor to the study of International Sales Law at postgraduate level.

### **Corporate Connections:**

A range of corporate connections will be maintained during the module. In particular, it is proposed that the module will be firmly sited in a business context and informed by commercial and not merely legal considerations.

### **Learning and Teaching Rationale and Methods:**

(Including composition of learning hours)

The structure of the module will be based on a series of interactive lectures and some smaller tutorial work throughout the module in which students will be encouraged to discuss the topic, to ask and answer questions and to debate issues, particularly topical ones which have been raised. Given the interactive nature of the delivery there is a fairly heavy emphasis in the modular weight given to directed learning and preparation for classes. The lectures will be supported by materials located on Blackboard which will set out the main points of the lecture, together with important cases, references to statutes and other authorities. Normally each lecture will be supported by a powerpoint presentation so that students have the confidence of knowing that they can follow the topic from a clear framework and that they have a good set of materials on which to base their reading and revision. The supporting material will also, where appropriate, contain references to further reading. Although the lectures will provide the framework to the module it is emphasised that they are interactive and that the role of tutorials, group work and legal analysis through the development of problem solving skills is an important feature of the module.

## **BL3371 International Sales and Transportation Law**

### **Contact and directed learning**

Lectures, exercises and tutorials:	40 hours
legal research/preparation for class discussion/ Directed learning	128 hours

### **Indirect learning**

Assessment: coursework	30 hours
Assessments: (Closed Book Examination)	2 hours

**Total 200 hours**

### **Ethical Approval:**

(If primary research is involved) N/A

### **Assessment and Feedback Rationale and Methods:**

Assessment is via a two hour examination (70%) and coursework (30%).

The coursework comprises written legal advice not exceeding 2,500 words. The examination is to be closed book but specified extrinsic materials will be supplied. Whereas the coursework will enable the students to demonstrate an understanding of a narrow range of issues and their facility with basic research, analytical and expository skills, the examination will form a summative assessment of their grasp of a broader range of interlinked legal issues and the ability to expose these to critical analysis.