

The Law of International Contracting

The current total value of U.S. exports and imports exceeds four trillion dollars per year and it continues to grow. That is more than eleven billion per day. Much of this is governed by business contracts between private companies here and abroad.

This course surveys legal aspects of international business contracting and prepares students to examine, draft, and negotiate such contracts. It covers the following:

- Principles of contract drafting
- Common international contract clauses
- National laws affecting international contracts
- International Sales Contracts
- International Sales Law: CISG
- Principles of Service Contracting
- Distribution Agreements
- Intellectual Property Licensing
- Joint Venture and Franchise Contracts
- Electronic contracting

The final grade is determined by class participation and a final examination.

Instructor: Teresa M. Farah
B.A., M.A., JD., Certificate in International Comparative Law

Ms. Farah, a New York licensed attorney, is owner of TM Farah Law Firm Inc., an international law practice based in NW Arkansas. Prior to moving to NW Arkansas, she worked in Dubai, United Arab Emirates for seven years during which time she was Founder and Head of the Legal Department for The Executive Office, the private office of the Ruler of Dubai. Thereafter, she continued to work with the government as Legal Counsel with Dubai Holding, a government owned entity. During her tenure with the Dubai government she was head counsel representing the government of Dubai in numerous joint ventures between the government and multinationals as well as Fortune 500 companies. In particular, she negotiated joint ventures with the New York Mercantile Exchange, Harvard's Kennedy School of Government, and Harvard Medical International.