



# UNIVERSITÀ DEGLI STUDI DI PALERMO

DIPARTIMENTO	Scienze Politiche e delle Relazioni Internazionali		
ANNO ACCADEMICO OFFERTA	2019/2020		
ANNO ACCADEMICO EROGAZIONE	2019/2020		
CORSO DILAUREA MAGISTRALE	INTERNATIONAL RELATIONS / RELAZIONI INTERNAZIONALI		
INSEGNAMENTO	INTERNATIONAL TRADE LAW		
TIPO DI ATTIVITA'	B		
AMBITO	50480-giuridico		
CODICE INSEGNAMENTO	15905		
SETTORI SCIENTIFICO-DISCIPLINARI	IUS/02		
DOCENTE RESPONSABILE	CASABONA SALVATORE	Professore Ordinario	Univ. di PALERMO
ALTRI DOCENTI			
CFU	12		
NUMERO DI ORE RISERVATE ALLO STUDIO PERSONALE	240		
NUMERO DI ORE RISERVATE ALLA DIDATTICA ASSISTITA	60		
PROPEDEUTICITA'			
MUTUAZIONI			
ANNO DI CORSO	1		
PERIODO DELLE LEZIONI	1° semestre		
MODALITA' DI FREQUENZA	Facoltativa		
TIPO DI VALUTAZIONE	Voto in trentesimi		
ORARIO DI RICEVIMENTO DEGLI STUDENTI	<b>CASABONA SALVATORE</b> Lunedì 18:00 20:00 Scholar room - Mezzanine Martedì 16:00 18:00 Scholar room - Mezzanine		

**DOCENTE:** Prof. SALVATORE CASABONA

<b>PREREQUISITI</b>	basic knowledge of contract law and obligations
<b>RISULTATI DI APPRENDIMENTO ATTESI</b>	<ul style="list-style-type: none"> <li>- student will acquire capacity to understand and manage the regulatory strategies of international trade and the logics governing the drafting of an international contract</li> <li>- 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</li> <li>- 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</li> <li>- student will be able to discuss international trade issues in English language, and using proper legal English expressions</li> <li>- the case-method and the classroom exercises on practical issues will enhance the individual capacity toward problem-solving approach</li> </ul>
<b>VALUTAZIONE DELL'APPRENDIMENTO</b>	<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>
<b>OBIETTIVI FORMATIVI</b>	<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>
<b>ORGANIZZAZIONE DELLA DIDATTICA</b>	LESSONS, SEMINARS, WORKING GROUP
<b>TESTI CONSIGLIATI</b>	<ol style="list-style-type: none"> <li>1. Bortolotti, Drafting and Negotiating International commercial contracts, 2013;</li> <li>2. Cavalieri - Salvatore, An introduction to international contract law, 2019</li> <li>3. ICC Guide to Export/Import, 2012;</li> <li>4. ICC, Incoterms 2010.</li> </ol>

### 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
5	International Sale
5	International Transport
2	International Agency and Distributorship
5	international commercial arbitration
ORE	Esercitazioni
10	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
5	International Sale

<b>ORE</b>	<b>Esercitazioni</b>
5	International Transport
3	International Agency and Distributorship