

Summer Legal Institute 2011

INTEGRATED CLASS SYLLABUS:

GLOBAL BUSINESS TRANSACTIONS, LEGAL WRITING & LEGAL ENGLISH

Week 1

Class 1 – Monday, July 25

Global Business Transactions: Comparative International Commercial Law

Legal Writing: Introduction to the Common Law

Legal English: The do's and don'ts of presenting to a multilingual/multicultural audience

How to read a case: Mitsubishi Motors Corporation v. Soler Chrysler-Plymouth, Inc.

Basic legal terminology and collocations (prepositions)

Class 2 – Tuesday, July 26

Global Business Transactions: Common International Contract Law Clauses: Choice of Law and Choice of Forum

Legal Writing: Case Brief Assignment

Legal English: Presentations/speaking diagnostic: An important legal issue in your country

Model case brief: Mitsubishi Motors Corporation v. Soler Chrysler-Plymouth, Inc.

Legal terminology: Mitsubishi Motors Corporation v. Soler Chrysler-Plymouth, Inc.

Student conferences (after class)

Class 3 – Wednesday, July 27

Global Business Transactions: To Mediate, Arbitrate or Litigate - That is the Question?

Visit Inner Temple and Luncheon

Legal Writing: Case brief assignment due; discuss briefs in class

Legal English: Presentations/speaking diagnostic: An important legal issue in your country (contd.)

Oral case briefs: Mahoney v. RFE/RL, Inc. + Texaco, Inc. v. Pennzoil

Discussion: Mahoney v. RFE/RL

Direct and Indirect Speech: Texaco, Inc. v. Pennzoil Co.

Class 4 – Thursday, July 28

Global Business Transactions: The Letter of Intent/Term Sheets/Memorandum of Understanding: Negotiating the Deal

Legal Writing: Client Letter

Read Bouchoux, pages 142-152

Legal English: Oral case brief: Powershare Inc. v. Syntel Inc. (Parts I, II B, and III only)

Implied Conditionals: Powershare Inc. v. Syntel Inc.

Client Letter role play (based on LW assignment)

Student conferences (before and after class)

Class 5 - Friday, July 29

Global Business Transactions: Managing Conflict in the Civil and Common Law: Drafting Dispute Resolution Clauses

Legal Writing: No class,

Groups A and C: Client Letter assignment due

Legal English: Oral case brief: Equal Employment Opportunity Commission v. Arabian American Oil Co.

Language Functions: Clarifying and asking for clarification

Review of legal concepts and terminology: Jeopardy

Student conferences (before and after class)

Week 2

Class 6 –Monday, August 1

Global Business Transactions: The Law of Treaties, Employment Discrimination and The Extraterritorial Application of U.S. Employment Discrimination Laws: The Employment Contract

Robert Webster Lecture

Legal Writing: Groups B and D: Client Letter assignment due

Letter of Intent Assignment

Legal English: Oral case brief: PPG Industries, Inc. v. Shell Oil, Inc. 727 F. Supp 285 (1989)

Disjunctive and conjunctive syllogism: PPG Industries, Inc. v. Shell Oil, Inc.

Language Functions: Contradicting, objecting and arguing politely

Class 7 – Tuesday, August 2

Global Business Transactions: National Laws Governing Sales and the CISG

Legal Writing: Groups A and C: Conferences on Client Letter:

Groups B and D: Letter of Intent Assignment due

Legal English: Oral case brief: Medical Marketing International, Inc. v.

Internazionale Medico Scientifica, S.R.L.

Legal terminology: Medical Marketing International, Inc. v. Internazionale Medico Scientifica, S.R.L.

Introduction to negotiation: Simple role-plays

Language Functions: Hedging and Tabling

Class 8 - Wednesday, August 3

Global Business Transactions: The International Sales Contract/The Documentary Transaction:

Comparison to Agency and Distribution Agreements

Legal Writing: Groups B and D: Conferences on Client Letter:

Groups A and C: Letter of Intent Assignment due

Legal English: Oral case brief: Geneva Pharmaceuticals Technology Corp. v. Barr Laboratories, Inc.

Legal terminology: Geneva Pharmaceuticals Technology Corp. v. Barr Laboratories, Inc.

Styles of negotiating: Cultural considerations

Class 9 – Thursday, August 4

Global Business Transactions: Drafting and Interpreting International Contracts: The International Distribution Agreement

Legal Writing: Discuss Letters of Intent

Legal English: Oral case brief: Raymond Dayan v. McDonald's Corporation

Common legal collocations: Raymond Dayan v. McDonald's Corporation

Negotiation simulation: Employment Agreement

Class 10 – Friday, August 5

Global Business Transactions: The Franchising Agreement

Legal Writing: Employment Agreement

Read Bouchoux, pages 193-203

Legal English: Oral summary of an article on a legal issue

Introduction to sources for free online legal research

Review of legal terminology and concepts: Jeopardy

Week 3

Class 11 - Monday, August 8

Global Business Transactions: Mock High Technology Licensing Negotiation and Technology Transfer Agreement

Legal Writing: No class

Groups A and C: Employment Agreement assignment due

Legal English: Summarizing and paraphrasing: Oral summary of an article on a legal issue

Building logical arguments

Begin preparation for oral arguments

Class 12 – Tuesday, August 9

Global Business Transactions: Technology Transfer Agreements and Financial Considerations in IP Licensing

Legal Writing: Groups B and D: Employment Agreement assignment due

Groups A and C: Conferences on Employment Agreement:

Legal English: Summarizing and paraphrasing: Oral summary of an article on a legal issue

Evaluating an argument

Continue preparation for oral arguments

Class 13 – Wednesday, August 10

Global Business Transactions: The Joint Venture Agreement

Legal Writing: Groups B and D: Conferences on Employment Agreement

Introduction to trial and motion

Legal English: Summarizing and paraphrasing: Oral summary of an article on a legal issue

Language of persuasion

Continue preparation for oral arguments

Class 14 – Thursday, August 11

Global Business Transactions: The International Development Agreement: Balancing Stakeholders Interests

Legal Writing: Breach of contract case- preparation for motions and trial

Legal English: Presentation of oral arguments

Class 15 – Friday, August 12

Global Business Transactions: No class today

Legal Writing: Motion session and Trial

Legal English: Presentation of oral arguments

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Integrated Syllabus: Global Business Transactions [GBT], Legal Writing [LW] & Legal English [LE]

Class	GBT Topics	LW Assignments	LE Assignments
1	Comparative International Commercial Law	Introduction to the common law	No assignment due
2	Key International Contract Law Clauses: Choice of Law and Choice of Forum	Case brief assignment	Oral presentations: An important legal issue in your country How to read a case: Mitsubishi Motors Corporation v. Soler Chrysler-Plymouth, Inc. , 473 U.S. 614 (1985)
3	Litigating in International Waters	Discuss case brief	Oral presentations: An important legal issue in your country (contd.) Oral case briefs: Oral case brief: Mahoney v. RFE/RL, Inc. 47 F. 3d 447 (1995) United States Court of Appeals for the D.C. Circuit and Texaco, Inc. v. Pennzoil Co. , 729 S.W.2d 768 (Tex. App. 1987)
4	Letters of Intent/Term Sheets/MOU	Client Letter Bouchoux, p. 142-152	Oral case brief: Powershare Inc v. Syntel Inc , 597 F.3d 10 (2010) (Parts I, IIB, and III) Client meeting role play
5	Managing Conflict in the Civil and The Common Law: Drafting Dispute Resolution Clauses	No class. Groups A and C: Client Letter assignment due	Oral case brief: Equal Employment Opportunity Commission v. Arabian American Oil Co. 499 U.S. 244 (1991) Review of legal concepts and terminology
6	Treaties, Employment Discrimination, and Extraterritorial Application of U.S. Law	Letter of Intent Groups B and D: Client Letter assignment due	Oral case brief: PPG Industries Inc. v. Shell Oil, Inc. 727 F. Supp. 285 (1989)
7	National Laws Governing Sales and the CISG	Groups A and C: Conferences on Client Letter Groups B and D: Letter of Intent assignment due	Oral case brief: Medical Marketing International, Inc. Versus Internazionale Medico Scientifica, S.R.L., United States District Court For The Eastern District Of Louisiana , 1999 U.S. Dist. LEXIS 7380, May 17, 1999
8	Drafting an International Sales Contract	Groups B and D: Conferences on Client Letter Groups A and C: Letter of Intent assignment due	Oral case brief: Geneva Pharmaceuticals Technology Corp. v. Barr Laboratories, Inc. , 201 F. Supp. 2d 236 S.D.N.Y. 2001
9	Interpreting International	Discussion of Letter of Intent	Oral case brief: Raymond Dayan v.

	Contracts: The Transnational Distribution Agreement	agreement	McDonald's Corporation , 466 N.E. 2d 958 (1984) Negotiation simulation: Employment Agreement
10	The Franchise Agreement: Balancing Tensions between the Franchisor and the Franchisee	Employment Agreement Bouchoux, p. 193-203	Oral summary of an article on a legal issue Review of legal concepts and terminology
11	Technology Licensing Negotiation and Technology Transfer Agreement	No class Groups A and C: Employment Agreement assignment due	Oral summary of an article on a legal issue Begin preparation for oral arguments
12	Financial Considerations in IP Licensing	Groups A and C: Conferences on Employment Agreement Groups B and D: Employment Agreement Assignment Due	Oral summary of an article on a legal issue Continue preparation for oral arguments
13	The Joint Venture Agreement and International Alliances	Groups B and D: Conferences on Employment Agreement Introduction to trial and motion	Oral summary of an article on a legal issue Continue preparation for oral arguments
14	The International Development Agreement: Balancing Stakeholder Interests	Motion hearing and trial preparation	Present oral arguments
15	No class today	Motion hearing and trial	Present oral arguments