



The Hebrew University of Jerusalem

Syllabus

International Transactions Workshop - 62569

Last update 16-02-2016

HU Credits: 3

Degree/Cycle: 1st degree (Bachelor)

Responsible Department: law

Academic year: 0

Semester: 2nd Semester

Teaching Languages: Hebrew

Campus: Mt. Scopus

Course/Module Coordinator: Yuval Shalheveth

Coordinator Email: yuvals@arnon.co.il

Coordinator Office Hours:

Teaching Staff:

Yuval Shalheveth
Sagiv Guy
Itamar Cohen

Course/Module description:

This course is structured around a simulated negotiation exercise, which will focus, among other things, in the preparation for negotiations, the analysis of the parties' interests and the transaction, the drafting of the relevant agreements and documents and the conduct of negotiations.

The basis for the exercise is a joint venture transaction between a US pharmaceutical company and an African agricultural production company.

This year we will be negotiating with students taking a similar course in Fordham University in New-York.

The course requires reasonable English skills

Course/Module aims:

The purpose of the course is to provide students with an opportunity to gain insight into the dynamics of negotiating and structuring international business transactions, to learn about the role that lawyers and law play in these negotiations, and to allow students to gain experience in drafting agreements and correspondents with foreign representatives and actual negotiations. Students will also learn about the legal and business issues that may arise in joint ventures, supply and licensing agreements.

Learning outcomes - On successful completion of this module, students should be able to:

At the end of the workshop, students will be able to conduct basic analysis of similar transactions, to identify the considerations and interests of the parties thereto and information, culture or language gaps, and the contention with the implications thereof. Students will learn to plan the strategy for negotiations and drafting of the transaction documents (including questions relating to the method and timing for raising matters and resolving obstacles in the negotiations process).

Attendance requirements(%):

80%

Teaching arrangement and method of instruction: Lectures and discussions in groups; Drafting and preparation of agreements and communication are expected from students outside of regular course hours, often working in teams of two or more.

Negotiated face to face with Fordham's students using video conferencing

Course/Module Content:

Preparation for negotiations; analysis of parties' interests; analysis of transaction; drafting of the relevant agreements and documents; and the conduct of negotiation.

Required Reading:

Daniel D. Bradlow and Jay Gary Finkelstein, NEGOTIATING BUSINESS TRANSACTIONS: An Extended Simulation Course

Additional Reading Material:

Course/Module evaluation:

*End of year written/oral examination 0 %
Presentation 0 %
Participation in Tutorials 45 %
Project work 15 %
Assignments 0 %
Reports 0 %
Research project 0 %
Quizzes 0 %
Other 40 %
Attendance*

Additional information:

Grade: 45% - Active participation in (i) class discussions regarding the preparation of the written exchanges in the negotiation, (ii) face to face negotiations, and (iii) class analysis of the process and progress of the negotiations; 40% attendance; 15% writing assignment.

Due to due to the hours differences between Israel and New York transatlantic video conferences will be held on Mondays at 19:00-22: 00

Dates of lessons are subject to changes due to the needed synchronization between huji's and Fordham's schedules