



# *The Hebrew University of Jerusalem*

## *Syllabus*

### *International Transactions Workshop - 62569*

*Last update 22-09-2024*

*HU Credits: 3*

*Degree/Cycle: 1st degree (Bachelor)*

*Responsible Department: Law*

*Academic year: 0*

*Semester: 1st Semester*

*Teaching Languages: Hebrew*

*Campus: Mt. Scopus*

*Course/Module Coordinator: Adv. Yuval Shalheveth*

*Coordinator Email: [yuvals@arnon.co.il](mailto:yuvals@arnon.co.il)*

*Coordinator Office Hours: by prior appointment*

*Teaching Staff:*

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Yuval Shalheveth,  
Itamar Cohen,  
Avi Schoen,  
Hadar Karmon,  
Tal Adahan

Course/Module description:

*The workshop 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.*

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% Including registration period.*

*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.*

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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:

Grading Scheme:

*Written / Oral / Practical Exam 15 %*

*Active Participation / Team Assignment 45 %*

*Attendance / Participation in Field Excursion 40 %*

Additional information:

*Due to the structure of the workshop, the negotiation sessions will last approximately one hour beyond the regular class period. It is important to be prepared for this. Due to such extended classes, other classes will be shortened accordingly.*

*Grade: 45% - Active participation in class discussions and analysis; in preparation negotiation documents; in face to face negotiations.*

*40% attendance.*

*15% writing assignment.*

*The workshop is subject to a minimum number of participants at the beginning of the semester.*