

# INTERNATIONAL BUSINESS TRANSACTIONS AND CONTRACTS

ICC  
ACADEMY

MODULE 2 OF 5

Duration 60-90 minutes

Language English

Price US\$150

Credits 10

Course code EIC-2

## Target audience

The ICC Academy Export/Import Certificate (EIC) provides knowledge to a broad audience of international trade professionals -- such as export and import managers, trade finance bankers, forwarders and carriers, customs brokers, private and government inspectors and auditors, insurance providers, trade lawyers and trade promotion executives.

The EIC is all you need in order to succeed in international markets. This easy-to-understand introduction to international trade is at the same time a detailed handbook for the experienced practitioner.

## Course objectives

From a legal perspective, international business transactions are often much more complicated and expensive than domestic transactions between distant, unfamiliar parties who speak different languages and are accustomed to different commercial practices and legal procedures.

This course begins with an understanding of the differences between the world's leading legal systems can help complement the strategic management of this type of risk. Also covered in this course is why dispute resolution is so important in international trade-legal disputes in foreign countries can be prohibitively time consuming and expensive.

## Course outline

- Lesson 1** International Business Law: Basic Principles
- Lesson 2** International Sales and Model Sale Contract
- Lesson 3** Agents and Distributors
- Lesson 4** Dispute Resolution: Mediation, Arbitration and Litigation
- Lesson 5** Case Study & Assessment section

## Additional resource

Signing up with the complete ICC Academy Export/Import Certificate (EIC) will give you access to the 4th edition of "ICC Guide to Export/Import" eBook to use as reference and study guide.



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## ABOUT THE AUTHOR

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### **GUILLERMO C. JIMENEZ**

Professor, International Trade and Marketing at FIT and  
Author of “ICC Guide to Export/Import - Global Standards for International Trade”

Guillermo C. Jimenez is a leading global expert in the field of export/import law and international business practices and the author of “ICC Guide to Export/Import - Global Standards for International Trade “ (4th Edition, ICC Publishing, 2012), as well as other books on legal and business topics. As Head of Division at ICC’s Paris Headquarters from 1990 to 1998, he coordinated work on key ICC instruments and trade tools and has lectured on international business in over 35 countries and before a number of intergovernmental organizations,

including the United Nations, European Commission and Organization for Economic Cooperation and Development.

Guillermo currently holds teaching appointments at SUNY, NYU, Brooklyn Law School, Iona College, and the International School of Management (Paris). A graduate of Harvard University (B.A.) and the University of California-Berkeley (J.D.), Guillermo C. Jimenez has got more than 30 years’ experience in international business, law and policy.

### **Assessment**

This eLearning course will include a self-assessment tool to help you prepare for the 60-minute final examination if you choose to obtain the Certificate.

How does this work? Once you have completed the prerequisites you will be prompted to log into the examination portal directly from your ICCA account. You will only need to select the date and time for your exam – that’s it! (webcam and high-speed internet required)

The passing grade is set at 70%.

### **What is an ICC Academy online course?**

ICC Academy courses are delivered via our Learning Management System (LMS) using innovative tools for combining digital learning with industry-centric community discussions. Our courses are available for purchase individually or as pre-designed packages (i.e.: Certificates) and are delivered exclusively online. They include videos, animations, case studies, and a self-assessment section and are available to take at any time – anywhere in the world.

