

Antalya Bilim University
Department of Business Administration,
BUSI 306 Business Law

Class time & Place:

Office hours: Due to online education, communication via email during working days & hours.

Objective of the Course

Doing business involves many risks, involving legal ones. A successful and prudent entrepreneur or businessperson should be able to foresee and understand the risks before investing in a domestic or a foreign market and should have the sufficient background about the techniques to minimize them. As business law is based mainly on the transactions and recently more and more smaller businesses are involved in international trade, this course will concentrate on the international aspect of different transaction types that are crucial to trade. The objective of this course is to familiarize and sensitize future entrepreneurs and businesspersons to the main legal risks that surround the international trade and the tools to minimize such risks, by focusing on the different rules of various national laws as well international legal instruments that harmonize and unify the rules of international trade. The main topics that will be covered throughout the semester are the sources of international commercial law and legal risks, company incorporation, comparative law, joint ventures, franchise contracts, international sales, agency, IP rights, payment systems, transportation, trade finance and international commercial dispute resolution. These topics will be discussed

in the lectures by adopting a functional approach to help business students to connect abstract legal knowledge to business strategies.

Recommended Reading

DiMatteo, Larry A (2021). International Business Law and the Legal Environment: A Transactional Approach, 4th Edition, Routledge.

Budak, Ali Cem and Yağcı, Mustafa Okan (2020). Introduction to Turkish Business Law Cases & Materials, Adalet.

Ansay, Tuğrul and Schneider, Eric C. (2014). Introduction to Turkish Business Law, Wolters Kluwer.

Academic Honesty and Plagiarism

Plagiarism is using the words or ideas of others and presenting them as your own. Plagiarism is a type of intellectual theft. It can take many forms, from deliberate cheating to accidentally copying from a source without acknowledgement. You are expected to be sensitive in this issue.

Assessment Criteria*

The final grade of the course will be based on the following weights:

Midterm exam	20
Final exam	40
Presentation	20
Assignment	20
Total	100

* The weights and content of the assessment may be updated due to the extraordinary circumstances that took place in Turkey.

Activities

There will be class meetings every week mostly including lectures. Additionally, it is highly recommended that students participate in discussions. In the first seven weeks of the course, main topics will be covered in the lectures followed by the midterm exam. Presentation topics and written assignments will be delivered to the students. Due to the high number of students enrolled to the course, there will be student group presentations which will take place after the midterm exam. The written assignment is due on the date of the final exam, at the latest. The details for student presentations and written assignment will be announced in the lectures and posted on LMS in the upcoming weeks.

Course Schedule*

The planned schedule of the course is as follows:

Week 1	Introduction
Week 2	The Legal Climate Surrounding Businesses: the function of the law to eliminate business risks, Turkish and comparative commercial law in general, international legal instruments regulating trade
Week 3	Starting the Business: commercial enterprise, merchant, ordinary partnership, general information on commercial companies
Week 4	Starting the Business: corporations, legal personality, piercing the corporate veil, joint venture
Week 5	Doing Business: business transactions, B2B sales contracts
Week 6	Doing Business: international B2B sales law, standard terms in contracts, damages
Week 7	Doing Business: franchising & distribution contracts, agency & other intermediaries
Week 8	Midterm Exam
Week 9	Doing Business: payment systems & trade finance

	Student presentations
Week 10	Doing Business: transport of goods, documentary transactions Student presentations
Week 11	Doing Business: IP rights, licensing, unfair competition, competition law Student presentations
Week 12	People in Business: employees, shareholders, managers, directors, auditors, potential buyers, creditors Student presentations
Week 13	Changes in the Business: structural changes and closing the business Student presentations
Week 14	Commercial Dispute Resolution: commercial courts & jurisdiction in Turkey, mediation, arbitration Current topics: environmental protection & law, the law on AI Student presentations
Week 15	Final Exam

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