

<b>Module Title</b>	<b>NATIONAL AND INTERNATIONAL SALE OF GOODS</b>
<b>Date of Approval</b>	<b>November 2011</b>
<b>Module Code</b>	<b>7LA525</b>
<b>Pre-requisite</b>	<b>None</b>
<b>Module Level</b>	<b>7</b>
<b>Credit value</b>	<b>20</b>
<b>Total Number of Learning Hours</b>	<b>200</b>
<b>Key Words</b>	<b>English Commercial Law, International Commercial Law, Agency, Distribution Contracts, Licences, Contracts of Carriage, Negotiable Instruments, Bills of Lading, Documentary Sales.</b>
<b>Module Delivery Mode</b>	<b>Face to Face / Online / Blended</b>

### **Module Description**

The module will examine the sequence of contracts engaged in the sale and movement of goods at national and international levels. The legal consequences of engagement in these contracts will be examined co-extensively. In this capacity the module will additionally examine the finance and payment methods utilised for the sale of goods at both national and international levels.

### **Module Learning Outcomes**

On successful completion of the module, students will be able to:

1. Articulate the laws regulating both the national and international sale of goods.
2. Critically enunciate the form and characteristics of contracts applicable to the sale of goods.
3. Assess the payment and financing methods for the sale of goods at both national and international levels.
4. Devise a business plan articulating the legal and financial consequences of engaging in the sale of goods at both national and international levels.

### **Module Content**

- Law applicable to national sale of goods
- Law and conventions applicable to international sale of goods
- Agency
- Distribution contracts
- Licences
- Franchises

- Contracts of carriage
- Negotiable instruments
- Cheques and payment orders
- Bills of exchange
- Secured and unsecured credit financing
- Bills of lading
- Documentary sales

### Module Learning and Teaching Methods

**Placement/study abroad:** 0%

The module is delivered by twelve three hours sessions and a one hour synchronous and/or asynchronous activity per week. Six one hour tutorials will be included in the three hour sessions, whilst synchronous and asynchronous delivery is divided into eight hours of discussion board activity and four one hour Wimba classes.

As stated, the module will be taught by lectures and tutorials, and self directed study as well as in e-learning format. The lectures will be designed to facilitate student centred learning by engaging the students with the subject matter. The tutorials will be designed to develop students' analysis and problem solving skills by focussing on contemporary issues in commercial law.

<b>Scheduled learning and teaching activities:</b>	<b>24%</b>
<b>Guided independent study:</b>	<b>76%</b>
<b>Placement/study abroad:</b>	<b>0%</b>

### Module Assessment

**Mode:** Coursework 100%

Formative feedback will be provided on a negotiation or drafting exercise presented in class.

Coursework 1 100%

The module is assessed by a piece of summative coursework in the form of an advanced legal problem/drafting exercise/research essay.

### Reading list

#### Key Texts

#### National Sale of Goods

- E McKendrick (ed), *Goode on Commercial Law* (4<sup>th</sup> edn, Penguin 2010)

#### International Sale of Goods

- L D'Arcy L, C Murray, B Cleave, *Schmitthoff's Export Trade: The Law and Practice of International Trade* (11<sup>th</sup> edn, Sweet & Maxwell 2007)

## Essential Texts

### National Sale of Goods

- JN Adams, *Atiyah's Sale of Goods* (12<sup>th</sup> edn, Pearson 2010)
- R Bradgate, *Commercial Law* (3<sup>rd</sup> edn, Butterworths 2000)

### International Sale of Goods

- JCT Chuah, *Law of International Trade* (4<sup>th</sup> edn, Thompson/Sweet & Maxwell 2009)
- I Carr, *International Trade Law* (4<sup>th</sup> edn, Cavendish 2010)

## Supplementary Texts

### National Sale of Goods

- LS Sealy and RJA Hooley, *Commercial Law Text, Cases and Materials* (4<sup>th</sup> edn, OUP 2009)
- M Furmston and J Chuah, *Commercial and Consumer Law* (Pearson, 2010)

### International Sale of Goods

- P Todd, *Cases and Materials on International Trade Law* (Thompson/Sweet & Maxwell 2003)
- R Goode, H Kronke & E McKendrick, *Transnational Commercial Law: Text, Cases and Materials* (OUP 2007)
- G Bernardette, *The Law of International Trade* (3<sup>rd</sup> edn, OUP 2003)
- M Bridge, *The International Law of Sale of Goods* (OUP 2000) available as in e-book through TalisPrism
- I Schwenzer and C Fountoulakis (eds), *International Sales Law* (Routledge-Cavendish 2007) available as an e-book through TalisPrism

## Suggested Reading in Journals

-ICCLR

-LQR

-JBL

-IELTR