



# MASTER IN INTERNATIONAL LAW, FOREIGN TRADE AND INTERNATIONAL RELATIONS

## SYLLABUS

### **International Foreign Trade**

International Economy  
International Institutions and its competences  
International Regulations (mention CISG)  
International Agreements and its scopes

### **International Transactions (M&A)**

Most important characteristics of International Transactions  
Shareholder's agreements  
M&A International Perspective  
Process of carrying out a M&A deal  
Drafting M&A documents  
Complete analysis and drafting a real Due Diligence Report

### **International Commercial Contracts**

International techniques to know in order to reach collaboration agreements depending on the country and culture  
International Distribution Agreement  
International Agency Agreement  
International Franchise Agreement  
Joint-Venture Agreement  
Understanding of structure and characteristics of international contracts  
Interpretation and drafting international contracts

### **International Corporate Law**

Types of companies around the world  
Main differences between international companies



## **MASTER IN INTERNATIONAL LAW, FOREIGN TRADE AND INTERNATIONAL RELATIONS**

European, US, Chinese and common law Corporate Systems  
Shareholders: rights and liabilities

Company's Directors: Offices and Liabilities

Analysis and drafting Articles of Association

Resolution of Corporate conflicts (Drag Along, Tag Along, Russian Roulette, Texas Shoot-Out,  
etc.).

### **International Accounting**

Analysis of Balance Sheet

Analysis of Annual Income Sheet

Analysis of Cash-flow Statements

The importance of the accounting in the Companies. Timelines.

Financial analysis of the Company situation (Solvency, profitability and liquidity).

### **International Real Estate and investments**

International Real Estate Transactions

SPA, Mortgages, Leasing and Lease-Back agreements

Finance Agreements of Real Estate

### **International Law: Jurisdiction, Applicable Law and Enforcement**

Jurisdiction

Applicable Law

Enforcement

### **Introduction and principles to European Union. Single market and free trade**

Analysis of European Union History and its Institutions

Analysis of politics and economy of European Union

Law-making procedures of the EU

EU Directives and Regulations.

International relationship of EU. Special attention to Brexit issue



## **MASTER IN INTERNATIONAL LAW, FOREIGN TRADE AND INTERNATIONAL RELATIONS**

EU principles and substantive EU Law  
Movement of goods, services, capital and persons  
Remedies and compensation between EU Member States according to EU Judgment

### **Competition Law and Antitrust**

Competition Law  
Horizontal agreements in restraint of trade  
Monopolization  
Vertical exclusionary agreements  
Abuse of dominant position  
Competence/Mergers  
State aids

### **Venture Capital and Private Equity**

Analysis of investments and private equity strategies  
Investment in retail, consumer goods and new technologies sectors  
Hedge funds

### **International Tax Law. Strategies and tax planning**

International substantive Tax Law  
International Engineering and planning taxation  
Standards for taxing cross-border income, BEPS plans and EU tax Directives.  
Transfer Pricing  
International Double Taxation  
Indirect Taxes

### **Structuring international trade transactions and contracting proceedings**

Ways of structuring international transactions  
Financing international transactions (mezzanine financing)  
Structuring purchase of Companies and Real Estate: auction process, beauty contest, distressed acquisition, etc.



## **MASTER IN INTERNATIONAL LAW, FOREIGN TRADE AND INTERNATIONAL RELATIONS**

### **International Insolvency and Bankruptcy Law**

Insolvency Procedure  
Bankruptcy Systems (EU System and US System-Chapter 11)  
Strategies, regulations and negotiations of international bankruptcy cases

### **Intellectual and Property Law**

Intellectual Rights: patents, trademark, trade secrets, copyright, data protection  
Property Rights  
Procedure to register Intellectual and Property Rights  
International Regulations and institutions

### **International Dispute Resolution**

Mediation Resolution  
Arbitration Resolution

### **International Relations**

Society and international community  
International contemporary conflicts  
International cooperation: United Nations operating system  
Public Affairs Strategies  
Foreign politics. International protocol

### **Speech skills and way of dealing with international clients**

Analysis of cultures around the world  
Ways of dealing with international client

### **Employment Law**

EU Employment Regulations



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Differences between international employment systems  
Study and analysis of minimum requirements to include into employment agreements

### **Foreign and Immigration Law**

Procedures to validate foreign documents  
Immigration-expatriates  
International Hiring

### **International Environment Law**

Environmental Law, regulations and remedies  
Energy Law and public resources  
Main institutions of International Environment

### **International Compliance and Corporate Governance**

Comparison between Compliance systems around world  
Implementation of Compliance Programs  
Corporate Governance

### **International Criminal Law**

Economic, financial and business criminal law  
White collar crimes  
Money Laundry and Anti-bribery

### **New Technologies Law**

The importance of the data private protection  
Cybersquatting  
Cybersecurity  
Robotic, drones, smart contracts and new apps applied to the law



## **MASTER IN INTERNATIONAL LAW, FOREIGN TRADE AND INTERNATIONAL RELATIONS**

### **Legal English**

Legal writing in formal and informal languages (e-mails, letters, etc.)  
Drafting corporate documents (minutes, certifications, MOU, etc.)  
Analysis of definitions of main words and terms used in legal language

### **COLUMBIA**

### **Negotiation skills: multiparty negotiation and group decision**

Techniques to use in dispute resolution  
Multiparty negotiation and group decision  
Structure of Negotiation: BATNA, role of emotions, negotiation process design  
Management and Leadership Skills  
Business development