

**L'ICHEC Brussels Management School recherche un(e) enseignant(e) pour le cours  
de :  
« International Commercial Law and Dispute Resolution »**

**1. Cadre de la fonction**

La personne recrutée renforcera l'équipe enseignante de l'ICHEC.

Volume de cours : 60H (maximum 36h de présentiel)

Quadrimestre : 1<sup>er</sup> (sept-janvier)

Les cours sont donnés journée sur le site Anjou sous réserve de la situation sanitaire.

**2. Place du cours dans la formation**

Il s'agit d'un cours optionnel du programme de Master (niveau 7 du Cadre Européen de Certification).  
Le cours comporte 5 crédits ECTS et sera donné en anglais.

**3. General Objectives**

The aim of the course is to give an overview of international commercial law, dispute resolution and mechanisms of international contracts to non-lawyers in order to provide a basic understanding of legal issues deriving from international commercial relations. This would create sensitivity for when and where legal problems arise and help to interact with internal and/or external legal support.

As far as dispute resolution is concerned, in addition to judicial methods of dispute resolution, the interest and the different techniques of alternative non-judicial methods of dispute resolution such as negotiation, mediation, conciliation, mini-trial, dispute board or arbitration will be emphasized

**4. Spécific Objectives**

*In terms of knowledge*

- Understand the main concepts and make basic use of them, including:
  - how to find the law applicable to an international situation,
  - how to draft an international contract (models, main clauses, etc.),
  - in case of conflict, how to determine the internationally competent court(s) and, if it seems more judicious not to call upon a State judge, which other non-judicial methods of dispute settlement can be adapted to the situation: negotiation, mediation, conciliation, mini-trial, dispute board, arbitration.
- Know the main options to solve disputes that may arise out of international transactions and make basic use of them.

*In terms of skills*

The main goal of the course is to:

- be able to apply the acquired knowledge to concrete cases and to solve them
- be able to identify in advance the most common difficulties in order to avoid or solve them
- know where to find the appropriate additional information when needed

- have a method that will allow, even when legal texts have changed, to know how to solve a question of international commercial law and to find the adequate information.
- integrate the skills that the law provides: rigorous reasoning, nuance in the concepts, precision in expression and in writing.

## 5. Content

- Part A - International Commercial Law and Dispute Resolution: Theory
  - International business transactions;
  - Negotiating international business transactions;
  - International trading of goods;
  - Technology transfers;
  - Money and international business transactions;
  - Governmental regulation of imports & exports & investments;
  - Employment of people across national borders;
  - The taking of foreign investments by governments;
  - Immunity of states in commercial transactions;
  - The act of State doctrine;
  - Company structures;
  - Dispute resolution (settlement: litigation and arbitration).
- Part B – Practice
  - Case scenarios
  - Rôle play
  - Visit of one major international arbitration institution and/or court
  - ...

## 6. Teaching Method

Preferably blended learning including face-to-face classes /discussions, virtual classes, case studies, visits, etc.

The global workload of the students should be around 125h (5 credits).

The evaluation methods can be an examination (written or oral) or individual or group work to be handled.

## 7. Informations pratiques

Les candidatures sont à adresser par voie électronique à Monsieur Honoré Sebahire : ([honoré.sebahire@ichec.be](mailto:honoré.sebahire@ichec.be)) selon les modalités suivantes :

Un dossier de candidature reprenant :

- une lettre de motivation
- Un curriculum vitae

Date limite de réception des candidatures : 01/05/2021

## 8. Politique d'égalité des chances

La politique de gestion du personnel de l'ICHEC repose sur la diversité et l'égalité des chances. Les candidat(e)s sont engagé(e)s en fonction de leurs compétences, indépendamment de leur âge, leur genre, leur orientation sexuelle, leur origine, leur nationalité, leurs convictions ou de leur handicap. Vous souhaitez bénéficier d'aménagements raisonnables dans le cadre de la procédure de sélection en raison d'un handicap, d'un trouble ou d'une maladie ? N'hésitez pas à prendre contact avec M. Honoré Sebahire (honore.sebahire@ichec.be) et soyez assuré(e) de la confidentialité de cette information.