

Study Abroad Program and Course Description

Spring 2011 - BLAW 615: Business, Law, & Ethics in the European Union Belgium, Luxembourg, & Germany



About the Course

Business, Law and Ethics in the EU (BLAW 615) is designed to introduce students to the complexities of globalization as seen through the eyes of a business “going global” through exporting and licensing. The classroom component of the course is augmented by site visits and guest lectures designed to expose students to business, legal, regulatory, and cultural realities of doing business within the European Union.

The academic centerpiece of this study abroad course is the contract negotiation exercise. The exercise is based on a successful problem that has been used in business programs on both sides of the Atlantic. The exercise requires buyers and sellers based in different countries to negotiate a contract for the sale of goods. For purposes of this course, the problem has been expanded to encompass more complex business problems that implicate cultural and ethical issues.

University of St. Thomas students will act as the sellers. Students at the University of Applied Sciences – Fachhochschule Trier will act as the buyers. The product that is the subject of the contract will most likely be a value added food product with the possibility of including genetically modified organisms (GMOs).

Importing products containing GMOs into the EU raises business, legal, ethical and cultural issues that will be explored as part of the course. The American and German students will conduct preliminary negotiations via e-mail and complete the exercise through face-to-face negotiations in Germany. In doing so, each team will be required to make business decisions based on how they approach the cultural, ethical, business, and legal issues in the problem. The instructors will provide students with the content and pedagogical tools necessary to conduct negotiations incorporating the interplay between business, legal, and ethical considerations impacting the business decisions each team makes.

Site visits in the EU have been selected to expose students to current and relevant experiences in differential legal and ethical business philosophies and cultural environments within the European community. Given tensions in U.S./EU trade relations over the past decade, and recent World Trade Organization rulings, special emphasis will be directed toward business and cultural issues emerging as patterns. These experiences are designed to enhance student perception of legal and ethical issues faced by U.S. companies conducting business within the European Union. They will, hopefully, challenge students’ legal and ethical decision-making capacities when situations are not so black and white, but are in the gray areas where all decisions seem right. The goal is to have students begin to see value in reaching for the higher standard and in understanding that certain aspects of that standard may be culturally influenced.

Participants must be an active, degree-seeking University of St. Thomas graduate student. **Current UST Law Students:** The associate dean of the UST School of Law has approved this course for **law school credit** within the 6 credit hour limit for elective courses from other UST schools or departments.

Course Objectives

Students will:

- Understand key legal principles impacting international business including import/export, trade law, intellectual property, employment law, and company law.
- Develop critical thinking and reasoning skills to analyze the business implications of legal decisions and legal implications of business decisions through oral and written communications.
- Practice creative problem solving techniques in team settings requiring cultural awareness.
- Explore, analyze, and critique systems strategic host organizations have developed to address, anticipate, or prevent legal or ethical problems.

Course Schedule

BLAW 615 is considered a spring semester course, and will include three (3) mandatory Saturday class sessions held in Minneapolis during the spring term. These sessions will make the time and coursework in Europe more meaningful. Your European learning experience will run May 23 to June 4, 2011.

Minneapolis Class Sessions

Session 1 - Saturday - February (date TBD), 2011

Time: 9 a.m. - 12 (noon)

Location: University of St. Thomas ~ Minneapolis Campus ~ Room TBD

Session 2 - Saturday - March (date TBD), 2011

Time: 9 a.m. – 12 (noon) / 1 p.m. - 4 p.m.

Location: University of St. Thomas ~ Minneapolis Campus ~ Room TBD

Session 3 - Saturday - April (date TBD), 2011

Time: 9 a.m. – 12 (noon) / 1 p.m. - 4 p.m.

Location: University of St. Thomas ~ Minneapolis Campus ~ Room TBD

Once determined, exact dates and times will be communicated to students.

Travel Itinerary

The following is a tentative travel itinerary. Note: subject matter and site visits are subject to change.

Day 1 - Sunday - May 22, 2011

Location: Twin Cities Departure (USA)

Activity: Participants depart for Europe.

Day 2 - Monday - May 23, 2011

Location: [Brussels, Belgium](#)

Activity: Arrive in Brussels; proceed to [Astrid Hotel](#); on own; walking tour (16:00); group dinner (18:00) arranged by Faculty Directors. Group orientation, including first meetings between U.S. and German business students.

Day 3 - Tuesday - May 24, 2011

Location: Brussels, Belgium

Morning Activity: Business Simulation.

Afternoon Activity: Group time for negotiations.

Day 4 - Wednesday - May 25, 2011

Location: Brussels, Belgium

Morning Activity: Motor coach transportation provided to [Cargill](#).

Afternoon Activity: Group time for negotiations.

Day 5 - Thursday - May 26, 2011

Location: Brussels, Belgium

Morning Activity: Site visit to [Johnson & Johnson](#) (tentative).

Afternoon Activity: Motor coach to Trier, Germany, and check-in at the [Park Plaza](#).

Day 6 - Friday - May 27, 2011

Location: [Trier, Germany](#)

Morning Activity: Walking tour of Fachhochschule and lecture at [Fachhochschule Trier](#)

Afternoon Activity: Group time for negotiations and walking tour of Trier.

Day 7 - Saturday - May 28, 2011

Location: Trier, Germany

Activity: Personal time.

Day 8 - Sunday - May 29, 2011

Location: Trier, Germany

Activity: Personal time.

Day 9 - Monday - May 30, 2011

Location: [Frankfurt, Germany](#) or Cologne, Germany

Morning Activity: Site visit to TBD.

Afternoon Activity: Cultural event.

Day 10 - Tuesday - May 31, 2011

Location: [Luxembourg City, Luxembourg](#)

Morning Activity: Motor coach transportation provided to [European Union Court of Justice](#).

Afternoon Activity: Walking tour of Luxembourg City.

Day 11 - Wednesday - June 1, 2011

Location: Trier, Germany

Morning Activity: Lecture at Fachhochschule Trier.

Afternoon Activity: Group time for negotiations.

Day 12 - Thursday - June 2, 2011

Location: Trier, Germany

Ascension Day - German Holiday

Day 13 - Friday - June 3, 2011

Location: Trier, Germany

Morning Activity: Contract due 9 AM.

Afternoon/Evening Activity: Motor coach transportation provided to Deutschherren - HOF for tour of vineyard and cellars followed by wine tasting and dinner (6 wines, 3 course dinner) at the [Deutschherren - HOF](#).

Day 14 - Saturday - June 4, 2011

Location: Trier, Germany

Activity: Depart for return trip to United States, or other extended travel you may have planned.

Airfare and Extended Stays

Students will be responsible for arranging airfare to and from Europe. Ground transportation to and from the airports will be left up to the students. This will allow students to take advantage of frequent flyer mileages, company discounts or better deals arranged by personal travel planners. Students are also afforded the opportunity to plan longer stays either before or after the course to allow for business or vacation plans. **Note: you will need to arrive in Brussels in time to participate in the afternoon walking tour of Brussels on Monday - May 23, 2011.** When arranging for your return to the United States, consider departing from Luxembourg City, Luxembourg or Frankfurt, Germany.

Approximate Program Costs

Students will be billed for all tuition and fees in January 2011. The program costs are listed below:

- **Tuition: \$2520** (3 credits)
Standard tuition rate for three UST MBA credits. **Please note that each participant will need to adjust to their respective program's [tuition rate](#).**
- **Program Fee: \$1900**
This fee **does not include** airfare, ground transportation between airports and hotels, meals or personal spending. The program fee **does include** the following:
 - Accommodations for 12 nights (three nights in Brussels at the [Astrid Hotel](#) and nine nights in Trier at the [Park Plaza](#); the hotels include continental buffet breakfast; rates quoted as double (or triple) occupancy – single occupancy supplement is an additional \$705. Accommodations are subject to change.
 - Surface transportation to and from site visits and between Brussels and Trier.
 - Walking tours of Brussels and Trier.
 - One dinner in Brussels.
 - Wine tasting and dinner at the Deutschherren - HOF.
- **UST Off-Campus Study Fee: \$200**
University fee required for all credit-granting study abroad courses.
- **Additional travel and miscellaneous costs to plan for:**
 - **Airfare:** budget \$1000-1300 for roundtrip airfare, but it can vary depending on date of purchase (*We allow students to arrange their own travel so they can use miles, stay additional days before and after the course, incorporate a work trip, etc.*)
 - **Passport** (new or renewal of passport; via mail or in person)
 - Round-trip transport from airport to hotel
 - All other meals (Two group dinners are included in the program fee)
 - Other personal expenditures

Student Application Requirements

There are no specific course prerequisites to be eligible to apply for BLAW615, however:

- Students must be in good academic standing in their program.
- Students must be eligible to enroll in elective courses (for Evening UST MBA, a minimum of five MBA core courses completed).
- BLAW615 must be eligible to count as an elective in their degree requirements. (Check with your academic/program advisor if necessary.)

Application Process

Study abroad applications materials can be downloaded from the [UST MBA Study Abroad programs website](#). All required application materials listed on the checklist must be submitted together to the Evening MBA Program Office (TMH 100); incomplete applications will not be accepted or considered.

Applications are currently being accepted, with a priority consideration given to those received by August 2. Please note that considerable interest in this opportunity to study in two leading European business centers is expected and **enrollment will be limited to 20 students**. If you are interested in joining us for this exciting learning experience, please be advised to complete and return your application materials to the Evening MBA Program Office as soon as possible!

Final Application Deadline: February 1, 2011.

The International Education Center will notify students via email if they are approved for the course. With this notification, students will be informed of additional information that will need to be collected.

Please note that if accepted into the course, the International Education Center will officially enroll you in the course once spring registration opens. Important: You cannot apply or self-enroll for *BLAW 615 Business, Law and Ethics in the European Union* via Murphy online registration.

If you have any questions regarding the course or the application or enrollment process, do not hesitate to contact the appropriate person(s) listed below under **Course Contacts**.

Wait-Listed Students

When the maximum enrollment of 20 students is reached, any additional approved applicants will be placed on a wait list.

When a cancellation occurs, waitlisted students will be notified of acceptance immediately by the program coordinator. If no cancellations occur by the final deadline, students will be contacted and their deposit refunded. There will be no monetary refund for passports/photos.

Accepted? Next Steps...

After you have received notification of acceptance into the BLAW 615 you will be required to complete and submit additional materials.

- Complete and sign the **Short-term Office Campus Medical Report** that will be sent to you. This form does not require a physician's signature. The completed document should be sent to the International Education Center.
- Download, complete and sign the [Student Information Sheet](#). The completed document should be sent to Ms. Heather Groh at Seminars International.

It will be your responsibility to make arrangements for personal air transportation to and from Europe, and ground transportation to and from the airports and hotels in Europe. *Note you will need to arrive in Brussels in time to participate in the afternoon walking tour of Brussels on Monday - May 23, 2011.*

Make sure your passport is valid and will be valid during the travel dates for the course.

Given the changes with passport requirements and processing, this can take as long as 8-10 weeks, so plan accordingly.

Cancellation Fees and Refunds

The application is considered a binding contract and all cancellations must be submitted to the International Education Center by email to [Kate Christensen](#). The date the cancellation email is received is considered the cancellation date. Cancellations received by March 14 are eligible for a refund of their deposit.

Please refer to the [University of St. Thomas Short Term Off-Campus Programs Graduate Policies and Procedures](#) booklet for specific information regarding cancellations, cancellation fees and cancellation refunds.

Course Contacts

For information regarding the course content and/or expectations please contact:

Dr. Douglas Jondle

Center for Ethical Business Cultures
1000 LaSalle Avenue, TMH 331
Minneapolis, MN 55403-2005
Phone: 651-962-4117
Email: djjondle@cebcglobal.org

Professor Susan Marsnik

Opus College of Business, University of St. Thomas
1000 LaSalle Avenue, TMH 443
Minneapolis, MN 55403-2005
Phone: 651-962-4147
Email: sjmarsnik@stthomas.edu

For questions regarding course application process please contact:

Ms. Tanisha Watley-Winston

Evening MBA Program Office
Opus College of Business, University of St. Thomas
1000 LaSalle Avenue, TMH 100
Minneapolis, MN 55403-2005
Phone: 651-962-4249
Email: watl4644@stthomas.edu

For questions regarding registration and billing, please contact:

Ms. Kate Christensen

International Education Center
University of St. Thomas
2115 Summit Avenue, Mail #44C-109
St. Paul, MN 55105-1096
Phone: 651-962-6448
Email: kjchristensen@stthomas.edu

For questions regarding travel and any special travel arrangements please contact:

Ms. Heather Groh

Seminars International, Inc.
33 W. Monroe Street, Suite 1160
Chicago, IL 60657-5600
Phone: 312.332.7027
Email: heather@semint.com