SYLLABUS
MGMT 311-05
Business Law (Commercial and Fiscal)
FALL 2012
UW 2:00 - 3:15 pm
Lab 1063
THE AMERICAN UNIVERSITY IN CAIRO
School of Business, Economics & Communication
Department of Management

Instructor name : Dr. Ahmed Sallam
Office number : 2057
Office hours : UW 3:30 - 4:30 pm
E-mail : arsallam@aucegypt.edu

Course Prerequisites : MGMT - 307

Mission of the Management Department

Our mission is to develop business leaders who are dedicated to the betterment of society by providing a high quality business education to top caliber students from all segments of Egyptian society as well as from other countries while focusing on continuous improvement and a commitment to excellence in learning, intellectual contributions and service.

In support of this mission the department:

• Provides a high quality contemporary-style business education that blends a global perspective with national cultures and is relevant to the business needs of Egypt and the region.
• Provides programs that encourage the development of an entrepreneurial spirit that emphasizes creativity, innovation, individual initiative and teamwork
• Provides a learning environment that fosters faculty/student communication and promotes lifelong learning and career development
• Encourages faculty development activities that improve teaching, maintain competence and that keep faculty current with ideas and concepts in their field.
• Seeks to develop a portfolio of intellectual contributions to learning and pedagogy, to practice, and to the theory and knowledge base of the disciplines.
• Encourages the establishment of close partnerships with the business community through consultancies and service that enhance the intellectual and economic quality of Egypt while enriching the learning process.
Objectives of the course:

The course aims at introducing the various legal aspects of the Business environment. The course emphasizes the importance of Contract Law and professional liability, covering the various players in business arena, as well as the forms of business organization and the regulation of foreign investment in Egypt. Some relevant business transactions are also tackled, as well as arbitration, B.O.T. Projects, Franchising Projects, and alternative international dispute resolutions.

Learning Goals coverage:

In addition to the specific objectives of the course, the material and activities have been selected to aid towards the following:

- Each student should be able to demonstrate an understanding of legal instruments, with emphasis on preparing, analyzing, and interpreting contracts.
- Students should be able to participate in negotiations for contracts and to avoid Pit – Falls.
- By the end of this course each student should be capable of handling and solving different legal researches and cases.

Text and other reading materials:

- Students are expected to read the relevant handouts before each class.
- Students are expected to study some chapters from *Business Law Principles and Practices* by Goldman and Sigismund, the sixth edition.
- Students are also instructed to resort to *Black's Law Dictionary* (to be found in the AUC Library), especially while writing their papers.
- Students will also receive a *Glossary of Legal Terms*, which will be helpful to them while studying for this course.

Grading:

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<th>DESCRIPTION</th>
<th>GRADES</th>
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<td>ATANDANCE AND CLASS PERFORMANCE</td>
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<tr>
<td>FIRST EXAM</td>
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<td>SECOND EXAM</td>
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<td>CASE STUDY</td>
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**Attendance:**

As stated in the university catalog, “students are expected to attend class; There is no system of permitted absences. The instructor in each class determines The effect of absences on a student’s grade in that class.” Students may not normally receive credit for a course if more than three weeks of classes (or their equivalent in summer school) are missed.

Reference to AUC attendance policy in the catalog.

**Academic Integrity:**

All students are expected to agree to and comply with the University Academic Integrity Policy, which states

“Valuing the concepts of academic integrity and independent effort, the American University in Cairo expects from its students the highest standards of scholarly conduct. The University community asserts that the reputation of the institution depends on the integrity of both faculty and students in their academic pursuits and that it is their joint responsibility to promote an atmosphere conducive to such standards.”

Detailed information about the University Academic Integrity Policy may be found in the University Catalog and on the University Web site.
Topics to be Covered:

- Definition of Law.
- Characteristics of the Legal System.
- Sources of Law in Egypt.
- The Basics of Contract Law:
  o Elements of Contracts.
  o The Offer and the Acceptance.
  o Object and Consideration.
  o Third Party Benefits
  o Adequacy of Consideration
  o Capacity of parties.
  o Contracts must be writing.
  o Transfer of contract rights and obligations.
  o Invalidity of Contracts: Mistake; Fraud; Misrepresentation; Duress; Undo Influence;
  o Discharge of Contracts.
  o Products Liability: Negligence, Breach of warranties and Strict Liability.

- The Public wrongs (Crimes).
- The Basics of Tort Law and Tortuous Liability:
  
  * No–Fault system of Tortuous Liability.
  * Vicarious Liability.
  * Professional Liability

- Regulation of Foreign Investment in Egypt
  
  * Forms of Foreign Investments in Egypt.
  * B.O.T. Projects.
  * Franchising Projects.

- Introduction to the International Commercial Arbitration.
- Ways of solving International Disputes.
- A.D.R System
- Arbitration
- Mediation.
- Concilation
- Mini trials.
- The claim review board.
- Unarbitability.
- Negotiable instruments “commercial Paper”
- Definition and types of Negotiable instruments
- Issue, Transfer and Discharge of negotiable instruments
- Rights and Duties of parties to a negotiable instrument
- Checks, the banking system, and cyber banking.
- Sole proprietorships, partnerships, and limited liability organizations.
- Corporations.
- Principle agent relationships.
Recommended Topics for the Case Study (Group Work)

1. Arbitration, Finance and Insurance
3. Private International Law on Internet
4. Private International Law of reinsurance and insurance
5. Arbitration and Award conflicts of laws
6. Alien Labor
12. Legal aspects of genes technology.
13. Medical law and technology legislation and Jurisprudence.
16. Telecommunication Law and legislation
17. Internet, computer network wireless communication systems media law.

Thanks and Good Luck.