**INTERNATIONAL COMMERCIAL LAW**

**2014. First Semester**

**First test**

Following is a summary of the topics presented to you in class:

1. The First Test will be an individual paper to be submitted by students in printed form during our May 8 class.
2. The paper will have a two-fold topic –which each student must develop freely and independently- consulting both the material delivered and analyzed in class as well as any other independent academic sources of interest to the student.
3. The “first topic” is: **THE COUNTRY RISK**.

In this case, the student must emphasize and articulate -based on his/her own professional perspective- the most relevant concepts related to the risk of conducting business abroad.

Such business may relate to different types of contracts; such as international investments, the purchase and/or sale of goods (imports and/or exports), joint ventures, transportation or other.

Each student must comment and deepen those analyses or criteria regarded as most relevant that may be extracted from the material delivered in class, book summaries, scholarly opinions, statistics, papers and expert opinions issued by international organizations and others.

In sum, each student is hereby called upon to demonstrate his/her adequate professional and academic capacity to analyze –in an independent and unbiased manner- the possibility of evaluating -for the benefit their own client- the risk of executing contracts with foreign counterparts headquartered abroad.

1. The “second topic” refers to a theoretical case denominated: **THE INVESTMENT DECISION AND CHOOSING A PARTNER**.

The student must here presume that his legal professional counsel is being sought after by an industrial company wishing to make a US$ 50 million investment in the installation of a new plant in another Latin American country; considering the following general parameters:

* Plant deployment will take approximately 18 months.
* The object of the business is to produce a good that is increasingly demanded in Colombia, Peru, Chile and Argentina.
* The purpose of the business is that this sole plant may supply the needs of all those countries.
* If “country risk” were to be the sole criterion under consideration, what would you suggest in order to justify installing such plant in just one of those three countries, i.e. in Peru, Colombia or Argentina?

1. Each student must work individually and submit his/her paper in English on the due date.
2. The course professor will be available to receive and answer queries via e-mail addressed to: [lopezblanco@lopezycia.net](mailto:lopezblanco@lopezycia.net)

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