

1. Record Nr.	UNINA9910777984503321
Autore	Shippey Karla C. <1957->
Titolo	A short course in international contracts [[electronic resource] ] : drafting the international sales contract : for attorneys and non-attorneys // Karla C. Shippey
Pubbl/distr/stampa	Petaluma, CA, : World Trade Press, c2009
ISBN	1-282-18427-X 9786612184277 1-60780-075-6
Edizione	[3rd ed.]
Descrizione fisica	1 online resource (192 p.)
Collana	The short course in international trade series
Disciplina	343.73/0878 343.730878
Soggetti	Export sales contracts - United States Export sales contracts
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references (p. 184). Includes web resources.
Nota di contenuto	International Contracts; Introduction; Table of Contents; Chapter 1: The Role of Contracts in International Commerce; Chapter 2: Issues Affecting International Contracts; Chapter 3: Parties to the Transaction, Part 1; Chapter 4: Drafting the International Contract for Sale of Goods; Chapter 5: Trade Terms and Incoterms; Chapter 6: Key Issues in International Sales Contracts; Chapter 7: Parties to the Transaction, Part 2; Chapter 8: Drafting Precise Contract Provisions; Chapter 9: Parties to the Transaction, Part 3; Chapter 10: Validity of Contracts Locally Chapter 11: Contract Fundamentals in International Legal Systems Chapter 12: Offer to Sell Goods; Chapter 13: Memorandum of Sale; Chapter 14: Purchase Order; Chapter 15: Conditional Contract of Sale; Chapter 16: Consulting Contract; Chapter 17: Sales Representative Contract; Chapter 18: Franchise Agreement; Chapter 19: Distribution Agreement; Chapter 20: Chapter Consignment Agreement; Chapter 21: Licensing Contract; Chapter 22: Glossary; Chapter 23: Resources
Sommario/riassunto	A Short Course in International Contracts covers the need for contracts in international transactions, trade terms featuring Incoterms 2000,

2. Record Nr.	UNINA9910349530903321
Autore	Bhatt Swati
Titolo	The Attention Deficit : Unintended Consequences of Digital Connectivity // by Swati Bhatt
Pubbl/distr/stampa	Cham : , : Springer International Publishing : , : Imprint : Palgrave Macmillan, , 2019
ISBN	9783030218485 3030218481
Edizione	[1st ed. 2019.]
Descrizione fisica	1 online resource (XXIII, 190 p. 35 illus.)
Disciplina	330 004
Soggetti	Economics Economic development Experimental economics Economics - Psychological aspects Technology - Sociological aspects Economic Development, Innovation and Growth Experimental Economics Economic Psychology Science, Technology and Society
Lingua di pubblicazione	Inglese
Formato	Materiale a stampa
Livello bibliografico	Monografia
Nota di contenuto	1. Connectivity, Attention and Risk -- 2. Time: The Measure of Connectivity -- 3. The Psychology of Connectivity: Follower Counts and Identity -- 4. The Economics of Connectivity: Communication Markets -- 5. Streaming Technology and the Entertainment Industry -- 6. Content Tsunami -- 7. Attention Deficit and Diminished Risk Taking -- 8. Restoring Boldness and Reducing Apathy -- 9. Conclusion: Dialogue, not Walls.

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Digital technology has enabled connectivity on an unimagined scale. Human beings are social animals and economic activity promotes this socialization. Market transactions are based on optimism about the future, faith that the world is good and trust that growth is organic or coming from within the system. Individuals therefore invest in the future by having children, by extending credit and accepting risk, and by building connections with others in the sincere expectation of this connectivity being reciprocated. This book explores the unintended consequences of ubiquitous connectivity. The first effect is captured by the sharing model. Technology offers multiple avenues for sharing experiences and personal information, so active engagement with this increased content uses mental effort. Connection inevitably leads to comparisons with other groups and individuals, so despite the benefits of affirmation and group inclusion, these links corrode social networks, leading to depression and mental apathy. The second effect--the result of the commercialization of sharing--is encapsulated in the attention deficit model. Loss of self-worth, driven by the first effect, encourages further connectivity and sharing as buyers seek more comfort and reassurance via social media, paying with time and personal information. The product is digital content and the payment is with time and data. Correspondingly, social media fulfills this demand with exuberance, both via user-generated content and commercially curated content. We are overwhelmed with even more information, paying with increasingly scarce time and attention. Finally, the third and most consequential effect is diminished risk taking. Attention scarcity, as a consequence of the content tsunami, throttles cognitive effort, impairing judgment and decision-making. So the safe bet may be to do nothing . . . take no risks and no gambles. Weaving together the latest research on economics, psychology, and neuroscience, this book fills a void for readers wanting a smart, clear analysis of communications markets and the commercialization of Internet-inspired connectivity.

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