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| 1. Record Nr.           | UNINA9910455545503321  |
| 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<br>9786612184277<br>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<br>343.730878  |
| Soggetti                | Export sales contracts - United States<br>Export sales contracts<br>Electronic books.  |
| 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).<br>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<br>Chapter 11: Contract Fundamentals in International Legal Systems<br>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,  
sample contract provisions, and recommendations for clearer language.  
Designed for both the non-attorney businessp

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