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Titolo	A short course in international contracts [[electronic resource]] : drafting the international sales contract : for attorneys and non-attorneys // Karla C. Shippey
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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,

sample contract provisions, and recommendations for clearer language.
Designed for both the non-attorney businessp
