Record Nr. UNINA9910816604703321 Rules and networks: the legal culture of global business transactions / **Titolo** / edited by Richard P. Appelbaum, William L.F. Felstiner, Volkmar Gessner Oxford;; Portland, Or.,: Hart Pub., 2001 Pubbl/distr/stampa **ISBN** 1-280-80120-4 9786610801206 1-84731-235-7 Edizione [1st ed.] Descrizione fisica 1 online resource (442 p.) Collana Onati international series in law and society Altri autori (Persone) AppelbaumRichard P FelstinerWilliam L. F GessnerVolkmar 302.35 Disciplina Soggetti Foreign trade regulation International business enterprises - Law and legislation Corporate culture International trade - Social aspects Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Description based upon print version of record. Note generali Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Half title page: Half title verso: Title page: Title verso: Series Editor's Foreword: Preface: Contents: List of Contributors: Introduction: The Legal Culture of Global Business Transactions; Part One. The New Global Environment of Business Transactions; Part Two. The Role of Legal Rules: State Law and Unified Law; Part Three. The Role of Autonomous Rules: The New Lex Mercatoria and Self-Regulation; Part Four. The Role of the Legal Profession: Mega-Lawyers and In-house Counsel: Part Five. The Role of Business Networks: Relationism and Guanxi; Index Sommario/riassunto International business transactions are heavily influenced by culture, practice and rule. The pursuit of business relationships within nationstates can be subject to differences in the generation of norms and the processing of disputes, but these conflicts are magnified many times over in cross-border transactions where nation-state control and

support is weak or absent. This book seeks different explanations of

the ways in which business people and their legal advisers try to minimise the effect of these magnified difficulties. At the outset the editors suggest four sources through which the