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Titolo	A short course in international contracts : drafting the international sales contract : for attorneys and non-attorneys // Karla C. Shippey
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Soggetti	Export sales contracts - United States Export sales contracts
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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.

