

A Short Course in International Contracts: Drafting the International Sales Contract--or Attorneys and Non-Attorneys (Short Course in International Trade Series)

Karla Shippey



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A Short Course in International Contracts: Drafting the International Sales Contract--or Attorneys and Non-Attorneys (Short Course in International Trade Series) Karla Shippey

As the number and volume of international transactions has increased, the need for more formality in defining agreements has grown as well. Contracts provide the formal written understanding between parties to a transaction. A short course in international contracts is for non-attorney businesspeople as well as attorneys. The books contains chapters on: - Role of contracts in international trade

- Parties to the transaction
- Trade terms and incoterms 2000
- Drafting the contract for sale of goods
- Validity of contracts locally
- Contract fundamentals in international legal systems
- 10 sample contracts, including offer to sell, memorandum of sale, Purchase order, conditional sales contract, consulting contract, franchise agreement, distribution agreement, licensing contract, sales representative contract and consignment agreement.
- Extensive legal glossary
- Bibliography



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