

INTERNATIONAL CONTRACT MANUAL ON WESTLAW® CANADA

Prepared under the auspices of the Pace Institute of International Commercial Law, the **International Contract Manual** addresses key issues involved in negotiating contracts with international business partners. Topics covered include antitrust law, anti-bribery concerns, export controls, and more. You'll also find specific contract and business law information on all major countries and jurisdictions. The United Nations Convention on Contracts for International Sale of Goods (CISG), a type of international Uniform Commercial Code, receives extensive coverage.

FEATURES AND BENEFITS

- Discussion of the issues and pitfalls involved in international commercial transactions will assist contract managers and lawyers in making correct contract drafting decisions
- Text of relevant statutes and regulations from most international jurisdictions allows you to locate pertinent information in just one resource
- Coverage of the United Nations Convention on Contracts for International Sale of Goods (CISG) includes statutory text, caselaw, in-depth analysis, and commentary

COMPREHENSIVE INFORMATION FOR INTERNATIONAL BUSINESS LAWYERS

Summary of Contents

Contract Checklists

- Illustrative Contract
- Preamble to the Contract
- Scope of Work
- Structuring the Scope of Work – Tax Issues
- Pricing
- Delivery, Storage, Shipment, and Insurance
- Liquidated Damages and Penalty Provisions
- Government Authorizations
- Excusable Delays and Exemption Clauses
- Terms of Payment
- Taxes and Duties
- Warranties
- Patent Indemnity
- Limitation of Liability
- Hazardous Applications: Nuclear and Other Applications
- Inspections, Tests, and Approvals
- Termination and Default
- Governing Law and Resolution of Disputes
- General Conditions

- Other Contract Clauses and Issues: Changes, Confidentiality, Indemnity Clauses, and Training of Buyer Personnel
- Purchase Order Transactions
- Contract Proposals
- Revocability of Offers
- Pre-Contractual Liability: Letters of Intent
- Preventive Contracting: Better Business Through Good-Quality and Proactive Legal Care
- Contract Negotiations – Systems and Strategies
- Outsourcing
- Guide to Consortium Agreements
- International Contracting with Governments: Government Procurement
- Foreign Sales of Military Equipment
- Managing International Political Risk
- International Anti-Bribery Standards and Specific Risk Areas: A Company Primer
- The United States Sarbanes-Oxley Act of 2002: An Overview for Non-U.S. Issuers
- A United States Exporters' Guide to Foreign Laws Applicable to Use of Representatives and Distributors
- Anti-Boycott Compliance
- United States Export Controls
- European Union Export Controls
- Regulation of Electrical and Electronic Equipment and Chemicals in the European Union
- Export of Hazardous Materials and Restricted Articles from the United States
- Antitrust Law
- Guide to United States Trade Laws
- Guide to European Union Trade Laws
- Guide to United States Customs Laws
- European Union Customs Laws
- Transfers of Customer and Employee Personal Data from the European Union

COUNTRY HANDBOOKS

CISG Manual

- Detailed Analysis: Introduction and Preamble
- The CISG in Analysis

Appendixes

- Annotated Export Contract
- United Nations Convention on Contracts for the International Sale of Goods (1980) [CISG]
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- CISG Advisory Council Opinions
- CISG/UCC Comparative Table
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