

Negotiating And Drafting The International Sales Contract

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What We Get Wrong About Negotiation
w/ Alexandra Carter Negotiating And
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Here are some suggestions for navigating international transactions. 1. The language of the contract. English is the lingua franca of international business, so it's commonplace for parties from different countries to enter into contracts in English, even if neither party is from an English-speaking country.

Top 10 Tips in Drafting and Negotiating International ...

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NEGOTIATING AND DRAFTING THE INTERNATIONAL SALES CONTRACT AND RELATED AGREEMENTS John Gornall* One of the biggest problems in international transactions, and particularly in international contracts, is making sure that all par-ties mean the same thing when they use the same words. Keeping that communication problem in mind, I would like to make ...

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