

## Negotiating And Drafting The International Sales Contract

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What We Get Wrong About Negotiation w/ Alexandra Carter Negotiating And Drafting The International  
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.

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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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drafting and negotiating it contracts provides a perspective on it contracts that is practical rather than academic it contains an informed drafting and negotiating international commercial contracts updated in 2017 this invaluable guide clarifies the issues surrounding international contracts and will help lawyers and business people

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international commercial agreements and electronic commerce provides guidance on drafting and negotiating international business contracts and resolving contractual disputes including contracts formed

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