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Global Business Law: Principles and Practice of International Commerce and Investment (Hardback)

By John W Head

Carolina Academic Press, United States, 2013. Hardback. Book Condition: New. 3rd. 254 x 175 mm. Language: English . Brand New Book. This text, completely updated from the Second Edition, provides students and practitioners of international business law with a clear "story line" that addresses key questions facing international lawyers as they advise clients on a broad range of business issues especially those of a transactional character. The book's first two chapters are aimed at "orienting", to explain (1) where international business law fits within the larger context of international law, (2) what main legal traditions practitioners will face in working with clients and counsel from other cultures, and (3) what sources of assistance are available to facilitate that work (e.g., local counsel, translators, etc.). Chapters 3 to 6 then march the reader through a variety of critical issues on contract drafting, standard terms (e.g., Incoterms), documentary sales transactions, electronic commerce, and more. Chapters 7 and 8 shift the focus away from sales of goods and toward two related forms of international business that stand partway between commerce and investment namely, licensing of production abroad and international franchising. Then, in Chapters 9, 10, and 11, the book turns to foreign direct investment....



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