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in this article we look at the top ten tips for drafting and negotiating international contracts dealing with international contracts can be a complicated and nuanced practice that deals with a mixture of legal issues plus cultural differences we lay out the best practices for smooth negotiations

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the text highlights the most important special features of selected contracts namely payment contracts and petroleum contracts in addition to ordinary export contracts syndicated loan agreements international engineering and construction contracts and issues relating to project finance and risk

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19 november 2018 with firms increasingly trading digitally across borders business communities legal practitioners and governments are developing innovative ways to facilitate business deals sound contractual arrangements and efficient dispute settlement mechanisms

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the icc principles to facilitate commercial negotiation are based on the idea that the best deals are struck between negotiating partners that not only want or need to collaborate but also respect and trust one another

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written by fabio bortolotti a world renowned expert on contract law this book analyzes in depth the negotiating process and offers insights into the

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many works published on the topic of negotiating have dealt with techniques of and preparation for negotiation from a psychological standpoint but this book contends that in the commercial world hard commercial considerations rather than psychological warfare matter most in successfully negotiating commercial contracts

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negotiation and contracting practices parties must be attuned to the legal and business cultures of the countries of the parties with whom they are negotiating and contracting including the following aspects the culture of negotiation the culture of negotiation may be wildly different when dealing with parties from other countries

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many works published on the topic of negotiating have dealt with techniques of and preparation for negotiation from a psychological standpoint but this book contends that in the commercial

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international commercial contracts applicable sources and enforceability any practising lawyer and student working with international commercial contracts faces standardised contracts and international arbitration as the mechanism for dispute settlement transnational rules may be applicable but national law is still important

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in his new book drafting and negotiating international commercial contracts professor fabio bortolotti a world renowned expert on contract law clarifies the issues surrounding these

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the exercises focus on two of the most vital choices in an international commercial contract i the choice of the substantive law to govern the contract or the failure to choose a law and ii the method and place of dispute resolution or the failure to specify in the dispute resolution clause

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