

# **NEW FROM ICC**

# DRAFTING AND NEGOTIATING INTERNATIONAL COMMERCIAL CONTRACTS A PRACTICAL GUIDE TO THE ICC MODEL CONTRACTS

# Drafting and Negotiating International Commercial Contracts

A practical guide



Edited by Fabio Bortolotti

### By Prof. Fabio Bortolotti

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With the increasing globalization of markets, more and more businesses draft cross-border contracts on a regular basis. However, international contracts are much more complex than domestic ones.

This invaluable Guide clarifies the issues surrounding international contracts and will help lawyers and business people avoid the most common pitfalls. It provides practical examples and a comprehensive view of the principles that govern cross-border contracts, so that you can situate the various issues in their right context and take the most appropriate decisions.

Further, this volume offers insights into the basic requirements of a well-drafted contrat and analyses in depth the negotiating process. It concludes with an incisive commentary on the model contracts developed by the International Chamber of Commerce (ICC), the 2012 ICC Rules on Arbitration, Incoterms® 2010 and Unidroit Principles 2010.

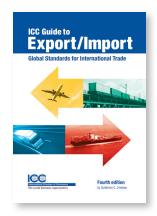
This resource is an invaluable tool for practitioners and students who wish to understand and prepare for the main issues they will face when dealing with international contracts.



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