Volume 1

PART I. CONTRACT CHECKLISTS SUBPART I. CONTRACT PROVISIONS

CHAPTER 1. ILLUSTRATIVE CONTRACT

- § 1:1 Contract work draft
- § 1:2 Illustrative export provisions

CHAPTER 2. PREAMBLE TO THE CONTRACT

- § 2:1 Checklist
- § 2:2 Illustrative contract provisions—Preamble with identification of parties and contract
- § 2:3 —Preamble with identification of parties, effective date and contract
- § 2:4 —Preamble with identification of parties, effective date and contract in format style
- § 2:5 Identification of the contract
- § 2:6 Identification of the parties
- § 2:7 Identification of effective date of contract

CHAPTER 3. SCOPE OF WORK

- § 3:1 Checklist
- § 3:2 Illustrative contract provisions
- § 3:3 Scope of work—Specifications, work statements, and performance measures
- § 3:4 —The importance of clear performance measures
- § 3:5 The importance of clarity
- § 3:6 —Techniques to add clarity and precision to contract documents
- § 3:7 —Pitfalls
- § 3:8 Incorporation by reference
- § 3:9 Substantive matters
- $\S~3:10~$ Prepare the contract and specifications yourself: check your work
- § 3:11 Selected bibliography

CHAPTER 4. STRUCTURING THE SCOPE OF WORK—TAX ISSUES

§ 4:1 Checklist

	Ir
§ 4:2	Overview
§ 4:3	Systems for taxing cross-border income
§ 4:4	Source of income
§ 4:5	Tax arbitrage
§ 4:6	Taxable presence (nexus)
§ 4:7	Calculating taxable income
§ 4:8	Outsourcing services
§ 4:9	Substance over form
§ 4:10	Tax treaties
§ 4:11	—"Permanent establishment"
§ 4:12	—"Business profits"
§ 4:13	—Withholding tax relief
§ 4:14	—"Treaty shopping"
§ 4:15	—Use of affiliates
§ 4:16	—Tax treaty checklist
§ 4:17	Guide to structuring contracts
§ 4:18	—Determine extent of local activities
§ 4:19	—Local incentives and provisions
§ 4:20	—Segregation of the contract
§ 4:21	—Separate contracts
§ 4:22	—Assignment of local activities
§ 4:23	—Subcontracting of local activities
§ 4:24	—Negotiating and signing the contract
§ 4:25	—Performance of the contract
§ 4:26	Disclaimers
_	

CHAPTER 5. PRICING

§ 5:1	Checklist
§ 5:2	The contract price
§ 5:3	Illustrative contract provisions
§ 5:4	Total price vs. separated price—Equipment sales
§ 5:5	—Contracts which call for the export of equipment and the performance of installation, maintenance, or other technical services in a foreign country
§ 5:6	Estimated prices
§ 5:7	Bonus clauses
§ 5:8	Currency clauses
§ 5:9	Price escalation
§ 5:10	—Finding the right way to adjust prices in long term agreements
§ 5:11	—Fixed percentage formula
§ 5:12	—Indexed formula
§ 5:13	—Example of an indexed price adjustment clause
§ 5:14	—Refinements
§ 5:15	—Project price adjustment provisos

CHAPTER 6. DELIVERY, STORAGE, SHIPMENT, AND INSURANCE

§ 6:1 Checklist

Illustrative contract provisions
Delivery
—Delivery point
—Right to route
—Delivery times
—Partial deliveries
—Retention of title
Storage
Shipment
—Export packaging and containerization
—Freight and handling charges
—Marshalling, demurrage, lighterage, heavy lifts
—Ocean transportation
—Surcharges
—Rate negotiation
—Hazardous material/restricted articles
—Contracts financed by the United States Export Import
Bank or the United States Agency for International
Development
—Duty exemptions
Boycott related restrictions
—Countries which require special analysis
Insurance
—Contracts which call for the export of equipment
—Contracts which call for the export of equipment and the
performance of installation, maintenance, or other
technical services in a foreign country
—General provisions
—Indemnification of seller by buyer
—Indemnification of buyer by seller
—Boycott related requests
—Special issues to consider when your contract is governed
by the United Nations Sales Convention
PTER 7. TRADE TERMS
CLULANDE LERMS

§ 7:1	Checklist: Trade Terms
§ 7:2	General
§ 7:3	The origins of the Incoterms® rules
§ 7:4	The Incoterms® rules 2010
§ 7:5	—E-Terms
§ 7:6	—F-Terms
§ 7:7	—C-Terms
§ 7:8	—D-Terms
§ 7:9	The Incoterms® rules and the United Nations Convention on the International Sale of Goods
§ 7:10	Domestic trade terms
§ 7:11	Common issues outside the scope of trade terms

Appendix 7-A. The Incoterms® Rules 2010

"Incoterms®" Trademark and Logo Usage Rules Appendix 7-B.

CHAPTER 8. LIQUIDATED DAMAGES AND PENALTY PROVISIONS

§ 8:1 Checklist § 8:2 General § 8:3 Different positions taken in illustrative jurisdictions § 8:4 Illustrative contract provision Notification § 8:5 § 8:6 Sole remedy vs. actual damages in lieu of or in addition to penalties or liquidated damages Rates and limits—Burden of proof § 8:7 Drawing delays § 8:8 Confidentiality clauses § 8:9 Interim dates § 8:10 Bonus clause § 8:11 § 8:12 Relief due to unforeseen event § 8:13 Grace periods § 8:14 Sole clause § 8:15 Interest on late payments and use of liquidated damages

CHAPTER 9. GOVERNMENT AUTHORIZATIONS

where interest disallowed

- § 9:1 Checklist
- § 9:2 Illustrative contract provisions
- § 9:3 Required action/decision items

CHAPTER 10. EXCUSABLE DELAYS AND **EXEMPTION CLAUSES**

- § 10:1 Checklist § 10:2 In general § 10:3 Excuses for non-performance under the U.S. Uniform Commercial Code, the UN Sales Convention, and civil § 10:4 —The scope of the exemption under the CISG —Qualifying standards § 10:5 -Recommended response § 10:6 § 10:7 —Illustrative contract provisions § 10:8 -Proof of delay: burden of administration § 10:9 -Notice of delay —Minimizing delays § 10:10
- § 10:11 —Extended impediments
- § 10:12 —Other excusable delays clauses
- —The ICC force majeure clause § 10:13
- —Hardship clauses § 10:14

CHAPTER 11. TERMS OF PAYMENT

§ 11:1 Checklist

xxviii

§ 11:2	Illustrative contract provisions
§ 11:3	Payment objectives
§ 11:4	Special CISG issues of interest to exporters
§ 11:5	Letters of credit
§ 11:6	—Irrevocable letter of credit
§ 11:7	—Issued or confirmed by the seller's domestic bank
§ 11:8	—Documentation required
§ 11:9	—Stale documents
§ 11:10	—Validity period
§ 11:11	
§ 11:12	—Pro rata payments
§ 11:13	—Cancellation or termination charges
§ 11:14	—Payment against seller's invoices
§ 11:15	—Extension of validity period
§ 11:16	—Increase in amount of letter of credit
§ 11:17	—Costs associated with the letter of credit
§ 11:18	—Verifications
§ 11:19	—Supplements to letters of credit
§ 11:20	—Promissory notes and bills of exchange (drafts)
§ 11:21	Advance payment guarantee

CHAPTER 12. TAXES AND DUTIES

§ 12:1 Checklist

§ 11:22

§ 12:2 Illustrative contract provisions

CHAPTER 13. WARRANTIES

Alternative payment clause

- § 13:1 Checklist
- § 13:2 In general
- § 13:3 Illustrative contract provisions—Warranty in sale of goods
- § 13:4 —Warranty in the sale of services
- § 13:5 Scope of warranty
- § 13:6 Design defects
- § 13:7 Exclusions
- § 13:8 Duration of warranty
- § 13:9 Importance of precise language
- § 13:10 Tying the warranty period to acceptance of products
- § 13:11 "Evergreen" warranties
- § 13:12 Notice of defects
- § 13:13 Stale law suits
- § 13:14 Remedies
- § 13:15 Exclusion of other remedies
- § 13:16 The warranty middleman squeeze
- § 13:17 Performance guarantees

CHAPTER 14. PATENT INDEMNITY

- § 14:1 Checklist
- § 14:2 In general

	INTERNATIONAL CONTRACT
§ 14:3	Illustrative contract provisions
§ 14:4	Scope of indemnity
§ 14:5	Lawsuits
§ 14:6	Claims
§ 14:7	Control and cooperation
§ 14:8	Remedies
§ 14:9	Alternative contract language
§ 14:10	License, replacement, or modification of product
§ 14:11	Refund of purchase price
§ 14:12	Copyright protection
§ 14:13	Limitation of total liability
§ 14:14	Other limitations and exceptions—Country of
	manufacture, resale, or use
§ 14:15	—Class of indemnitees
§ 14:16	—Product and process disclaimers
§ 14:17	—Disclaimer of statutory warranties and other warranties
§ 14:18	Obligations under U.C.C. and UN Sales Convention
§ 14:19	—Reverse indemnities
§ 14:20	—Notice requirements
§ 14:21	—Alternative patent indemnity clauses
§ 14:22	Obligations under U.C.C and UN Sales Convention—
	Limitations and exceptions—Attorney fees
CHAP	TER 15. LIMITATION OF LIABILITY
§ 15:1	Checklist
§ 15:2	Essential elements of effective Limitation of Liability

8 19:1	Checklist
§ 15:2	Essential elements of effective Limitation of Liability clause
§ 15:3	Definitions
§ 15:4	Consequential damages under the United Nations Sales Convention (CISG)
§ 15:5	Illustrative contract provisions
§ 15:6	Mitigation of loss
§ 15:7	Ceiling on Direct Damages—Price allocable to the product
§ 15:8	—Total monetary amount
§ 15:9	Exclusion of consequential damage—U.S. practice
§ 15:10	Exclusion of consequential damages—Foreign practices
§ 15:11	Bill of particulars vs. no bill of particulars
§ 15:12	Separate limitation of liability clauses vs. add-on to warranty clause
§ 15:13	UN-ECE Contract and other examples
§ 15:14	Scandinavian Contract
§ 15:15	Orgalime S 2022 Contract
§ 15:16	Limitation of Liability for negligence
§ 15:17	Other provisions—Time limits
§ 15:18	—Gratuitous advice or assistance
§ 15:19	—Use of products by others
§ 15:20	—Subcontractors or suppliers
§ 15:21	Other—Third party claims
§ 15:22	Printed or standard form contracts

TABLE OF CONTENTS

- § 15:23 Counsel to international draftsmen
- § 15:24 Response to absence of Limitation of Liability (buyer's tender)
- § 15:25 Distinction between U.S. and foreign environments
- § 15:26 Recommended approach

CHAPTER 16. HAZARDOUS APPLICATIONS: NUCLEAR AND OTHER APPLICATIONS

- § 16:1 Checklist
- § 16:2 Response to insufficient conventional limitations of liability
- § 16:3 Precautions related to the product and its application
- § 16:4 Scope of responsibility nuclear use not contemplated
- § 16:5 Scope of responsibility nuclear use contemplated
- § 16:6 Statutory and contractual protection
- § 16:7 Other hazardous applications

CHAPTER 17. INSPECTIONS, TESTS, AND APPROVALS

- § 17:1 Checklist
- § 17:2 Factory inspection
- § 17:3 —Illustrative contract provisions
- § 17:4 Recommended features of inspection clause
- § 17:5 Conflicts of interest
- § 17:6 Alternative inspection clause
- § 17:7 Governing law and respondent superior
- § 17:8 Acceptance testing
- § 17:9 —Illustrative contract provisions
- § 17:10 Drawing approval
- § 17:11 —Illustrative contract provisions
- § 17:12 —Resubmittal of drawings
- § 17:13 Engineer's decisions
- § 17:14 —Illustrative contract provisions
- § 17:15 —Authority granted to architect/engineer
- § 17:16 "Grave digger" clauses

CHAPTER 18. TERMINATION AND DEFAULT

- § 18:1 Checklist
- § 18:2 Termination clauses
- § 18:3 —Illustrative contract provisions
- § 18:4 —Illustrative termination procedure provisions
- § 18:5 —Illustrative customer invitation to bid clause
- § 18:6 —Illustrative contractor response to customer invitation to bid

CHAPTER 19. GOVERNING LAW AND RESOLUTION OF DISPUTES

§ 19:1 Checklist

INTERNATIONAL CONTRACT MANUAL

	INTERNATIONAL CONTRAC
§ 19:2	In general
§ 19:3	Governing law
§ 19:4	—General rule
§ 19.4 § 19:5	—Restrictions on choice of law
-	
§ 19:6	—Selection of the governing law
§ 19:7	—Substantive law
§ 19:8	—Procedural law
§ 19:9	Alternative dispute resolution
§ 19:10	—Negotiation
§ 19:11	—Mediation
§ 19:12	Adversarial dispute settlement: litigation and arbitration
§ 19:13	Advantages of arbitration
§ 19:14	—Enforceability
§ 19:15	—Privacy and confidentiality
§ 19:16	—Party autonomy and flexibility
§ 19:17	—Commencement of proceedings
§ 19:18	—Neutrality
§ 19:19	—Technical expertise
§ 19:20	—Speed and cost
§ 19:21	—Finality
§ 19:22	—Interim and emergency measures
§ 19:23	—Joinder
§ 19:24	Drafting the arbitral clause
§ 19:25	—Scope and arbitrability
§ 19:26	—Procedural rules
§ 19:27	—Number of arbitrators
§ 19:28	—Appointment of arbitrators
§ 19:29	—Language
§ 19:30	—Confidentiality
§ 19:31	—Situs
§ 19:32	Model arbitration agreements—Short form arbitration
	agreements
§ 19:33	—"Step-clauses"
§ 19:34	Other issues to consider in drafting the arbitration
	agreement—Interim measures
§ 19:35	—Limitations on time
§ 19:36	—Limitation or expansion of information exchange
§ 19:37	—Summary awards
§ 19:38	—Punitive damages
§ 19:39	—Right of appeal
§ 19:40	—Multiparty contracts
§ 19:41	—Equity clauses
§ 19:42	Mandatory requirements
§ 19:43	—Capacity/authority
§ 19:44	—State immunity
§ 19:45	Institutional arbitration
§ 19:46	—International Centre for Dispute Resolution of the
-	American Arbitration Association
§ 19:47	—International Chamber of Commerce
=	

§ 20:24 Approvals

§ 19:48	—London Court of International Arbitration
§ 19:49	—International Centre for Settlement of Investment
	Disputes (ICSID)
§ 19:50	—Arbitration Institute of the Stockholm Chamber of
	Commerce
§ 19:51	—Permanent Court of Arbitration
§ 19:52	—Others
§ 19:53	Ad hoc arbitration
§ 19:54	Bilateral investment treaties
§ 19:55	Conclusion

CHAPTER 20. GENERAL CONDITIONS

§ 20:1	Checklist
§ 20:2	Illustrative contract provisions
§ 20:3	Compliance with law
§ 20:4	Statute of frauds
§ 20:5	Formation of contracts
§ 20:6	Amendments to written contracts
§ 20:7	Merger, integration, or entire agreement clause
§ 20:8	Statute of limitations
§ 20:9	Governing law
§ 20:10	—Selection of domestic law
§ 20:11	—Options available under the UN Sales Convention
§ 20:12	-Excluding laws of conflict of laws vs. nonexclusion
§ 20:13	Notices
§ 20:14	Language
§ 20:15	—First preference
§ 20:16	—Second preference
§ 20:17	—Third preference
§ 20:18	—Under the UN Sales Convention
§ 20:19	Definitions
§ 20:20	Prohibition of set-offs
§ 20:21	Trade usages
§ 20:22	_
§ 20:23	Effective date of contract

CHAPTER 21. OTHER CONTRACT CLAUSES AND ISSUES: CHANGES, CONFIDENTIALITY, INDEMNITY CLAUSES, TRAINING OF BUYER PERSONNEL

§ 21:1	Checklist
§ 21:2	Extra work
§ 21:3	Illustrative contract clauses for changes
§ 21:4	Illustrative contract provisions for additional products (optional items)
§ 21:5	Illustrative contract provisions for project work changes

§ 21:6 Confidentiality clauses
§ 21:7 —Customer requests for confidentiality
§ 21:8 Indemnity clauses
§ 21:9 —Contractor requests for indemnity in limited form
§ 21:10 —Contractor requests for indemnity in intermediate form
§ 21:11 —Contractor requests for indemnity in broad form
§ 21:12 Training of buyer personnel

SUBPART II. CONTRACTING ANALYSIS

CHAPTER 22. PURCHASE ORDER TRANSACTIONS

- § 22:1 Checklist § 22:2 Battle of the forms
- § 22:3 —Legal risk scenario number 1
- § 22:4 —Legal risk scenario number 2
- § 22:5 —Dimensions of the problem
- § 22:6 —Possible responses

CHAPTER 23. CONTRACT PROPOSALS

- § 23:1 Checklist
- § 23:2 Basic items to be considered in response to invitations to bid
- § 23:3 Customer evaluation routines
- § 23:4 Clarifications vs. exceptions
- § 23:5 Reference to prior contracts
- § 23:6 Industry practices

CHAPTER 24. REVOCABILITY OF OFFERS

- § 24:1 Checklist
- § 24:2 In general

CHAPTER 25. PRECONTRACTUAL CONSIDERATIONS: CONFIDENTIALITY AGREEMENTS, LETTERS OF INTENT, AND TERM SHEETS

- § 25:1 Confidentiality agreements—Purpose
- § 25:2 —Particulars
- § 25:3 —Types of agreements
- § 25:4 —Illustrative confidentiality agreement—Confidential information identified
- § 25:5 ——Considering the purchase and sale of a company
- § 25:6 Letters of intent and term sheets—Generally
- § 25:7 —Cautions
- § 25:8 —Illustrative term sheet—Sale of business, assets and shares in company and investment by Buyer

CHAPTER 26. PROACTIVE CONTRACTING: USING CONTRACTS FOR BUSINESS SUCCESS AND PROBLEM PREVENTION

§ 26:1	Introduction: from a reactive to a proactive approach
§ 26:2	Proactive contracting matters
§ 26:3	Proactive legal care
§ 26:4	The many elements and functions of contracts
§ 26:5	Toward good-quality contracts: minding the gaps and other things that matter
§ 26:6	Contract planning: the foundation for successful implementation
§ 26:7	Making it work: lawyers' and clients' shared responsibility
§ 26:8	Contract literacy is required of lawyers and clients alike
§ 26:9	Corporate contracting capabilities: cross-functional collaboration is a must
§ 26:10	As we move from a reactive to a proactive approach, lawyers' and clients' roles change
§ 26:11	Proactive self-care and shared care
§ 26:12	Case study: improving procurement practices—Helping suppliers deliver just in time
§ 26:13	Case study: improving the contracting process
§ 26:14	Legal intranet: a multi-lingual contracting toolbox
§ 26:15	Lawyers and business people as strategic partners
§ 26:16	Concluding remarks
§ 26:17	References

CHAPTER 27. CONTRACT NEGOTIATIONS—SYSTEMS AND STRATEGIES

§ 27:1	Checklist
§ 27:2	What is negotiation?
§ 27:3	Seven elements of negotiation
§ 27:4	The seven-element model
§ 27:5	—Interests
§ 27:6	—Legitimacy
§ 27:7	—Relationships
§ 27:8	—Alternatives and best alternative to a negotiated
	agreement
§ 27:9	—Options
§ 27:10	—Commitments
§ 27:11	—Communication
§ 27:12	Defining success in negotiations: common and inadequate criteria for a "good deal"
§ 27:13	—The role of management in defining measures of negotiation success.
§ 27:14	—Common (and inadequate) measures of success in negotiations

§ 27:15	Defining success in negotiations using the seven-element model
§ 27:16	Getting ready; effective preparation
§ 27:17	—We negotiate like we prepare
§ 27:18	—Using the seven-element framework to guide planning and preparation
§ 27:19	Common systems or styles of negotiation
§ 27:20	—Positional bargaining
§ 27:21	—Why positional bargaining is so pervasive
§ 27:22	—The limitations of positional bargaining
§ 27:23	—Other systems of negotiation
§ 27:24	—"Artichoke" and "Salami"
§ 27:25	—"Favors and ledgers"
§ 27:26	—"Asymptotic bargaining"
§ 27:27	—Brinkmanship
§ 27:28	—Refusing to negotiate
§ 27:29	The joint problem-solving approach to negotiation
§ 27:30	Strategic guidelines for joint problem-solving negotiation
§ 27:31	—Communication
§ 27:32	—Relationships
§ 27:33	—Interests
§ 27:34	—Options
§ 27:35	—Legitimacy
§ 27:36	—Alternatives
-	
§ 27:37	—Commitments
§ 27:37 8 27:38	0 0
§ 27:38	Critiques of the joint problem-solving approach
§ 27:38 § 27:39	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation
§ 27:38 § 27:39 § 27:40	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly)
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43 \$ 27:44	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43 \$ 27:44 \$ 27:45	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts —Treat your negotiating counterparts with respect —Explicitly discuss cultural differences with your
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43 \$ 27:44 \$ 27:45 \$ 27:46	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts —Treat your negotiating counterparts with respect —Explicitly discuss cultural differences with your negotiating counterparts —Before you begin to negotiate over the substance of a potential agreement, negotiate and align around the process you will use —Diagnose the specific negotiation style and tactics of
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43 \$ 27:44 \$ 27:45 \$ 27:46 \$ 27:47	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts —Treat your negotiating counterparts with respect —Explicitly discuss cultural differences with your negotiating counterparts —Before you begin to negotiate over the substance of a potential agreement, negotiate and align around the process you will use
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:43 \$ 27:44 \$ 27:45 \$ 27:46 \$ 27:47 \$ 27:48	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts —Treat your negotiating counterparts with respect —Explicitly discuss cultural differences with your negotiating counterparts —Before you begin to negotiate over the substance of a potential agreement, negotiate and align around the process you will use —Diagnose the specific negotiation style and tactics of your counterparts A note on agents, principals, team negotiations, and the
\$ 27:38 \$ 27:39 \$ 27:40 \$ 27:41 \$ 27:42 \$ 27:42 \$ 27:44 \$ 27:45 \$ 27:46 \$ 27:47 \$ 27:48 \$ 27:49	Critiques of the joint problem-solving approach —It glosses over the distributive dimension of negotiation —It only works if the other side plays along —Sometimes the people are the problem —It sounds simpler than it is (and is especially dangerous if not executed perfectly) Cross-cultural and international negotiations —Research the culture and business context of your negotiating counterparts —Treat your negotiating counterparts with respect —Explicitly discuss cultural differences with your negotiating counterparts —Before you begin to negotiate over the substance of a potential agreement, negotiate and align around the process you will use —Diagnose the specific negotiation style and tactics of your counterparts A note on agents, principals, team negotiations, and the role of lawyers Final thoughts on negotiation as an organizational

xxxvi

§ 28:40

§ 27:53 —Create a negotiation playbook
§ 27:54 —Establish guidelines for negotiating team formation
§ 27:55 —Implement negotiation analysis and planning tools
§ 27:56 —Invest in negotiation training
§ 27:57 —Embed negotiation best practices within relevant business processes

CHAPTER 28. OUTSOURCING

§ 28:1 Checklist § 28:2 In general § 28:3 Services to be provided § 28:4 —Ways to describe services § 28:5 —Information technology capabilities § 28:6 —Locations where services will be produced or provided § 28:7 -Exclusivity § 28:8 —Changes § 28:9 —Disaster recovery § 28:10 Service Levels—Requirement § 28:11 —Measurement process —Measurement period § 28:12 § 28:13 -Reports —Performance § 28:14 § 28:15 —Changes —Requirement to correct failures § 28:16 —Service-level credits § 28:17 § 28:18 —Service-level bonus § 28:19 -Earnback § 28:20 Pricing § 28:21 —Timing of charges —Automatic adjustments to charges § 28:22 § 28:23 —Benchmarking § 28:24 -Most-favored customer § 28:25 —Taxes § 28:26 —Other expenses § 28:27 —Invoicing § 28:28 -Payment § 28:29 —Assurance of payment § 28:30 Customer employees—Lay-offs of customer employees § 28:31 —Transfers of customer employees to the supplier § 28:32 —Retained customer employees § 28:33 —When to tell in-scope customer employees § 28:34 Customer control of services § 28:35 —Controls on supplier personnel § 28:36 —Plans § 28:37 —Communications § 28:38 —Specific project criteria § 28:39 —Audit rights

Customer assets to be used by the supplier

§ 28:41	—Materials licensed by the customer from third parties
§ 28:42	—Materials owned by customer
§ 28:43	—Equipment
§ 28:44	—Real estate
§ 28:45	—Other contracts
§ 28:46	Other assets and contracts to be used by supplier to provide services—Third party materials used by the supplier
§ 28:47	—Supplier's use of its own materials
§ 28:48	—Equipment to be used by supplier
§ 28:49	—Subcontracts
§ 28:50	—Supplier investments
§ 28:51	—Shared use
§ 28:52	Intellectual property—The customer's intellectual property
§ 28:53	—The supplier's intellectual property
§ 28:54	—Intellectual property created under the contract
§ 28:55	—Security and data protection
§ 28:56	Term and termination—Term
§ 28:57	—Termination generally
§ 28:58	—Events permitting customer to terminate for cause
§ 28:59	—Other events permitting termination
§ 28:60	—Termination for convenience by customer
§ 28:61	—Termination fees
§ 28:62	—Termination by the supplier
§ 28:63	—Termination assistance
§ 28:64	—Additional measures to reduce termination risk
§ 28:65	Liability—Warranties
§ 28:66	—Indemnities
§ 28:67	—Limitations on liability
§ 28:68	—Insurance
§ 28:69	Miscellaneous—Dispute resolution
§ 28:70	—Publicity
§ 28:71	—Assignment/change of control
§ 28:72	—Force majeure
§ 28:73	—Customer enterprise
§ 28:74	—Supplier enterprise

CHAPTER 29. GUIDE TO CONSTRUCTION CONSORTIUM AGREEMENTS

§ 29:1	Checklist
§ 29:2	In General
§ 29:3	Definition
§ 29:4	—Legal nature
§ 29:5	—Consortium and joint ventures
§ 29:6	External (open) and internal (silent) consortia
§ 29:7	The bidding phase
§ 29:8	The negotiations with the contracting principal
§ 29:9	The signing of agreements by the consortium members

xxxviii

\$ 29:11 —The steering committee \$ 29:12 —The consortium leader \$ 29:13 Scope of work of the consortium members \$ 29:14 Obligations under the consortium agreement— Performance of the work \$ 29:15 —Cooperation \$ 29:16 —Loyalty \$ 29:17 —Confidentiality \$ 29:18 —Exclusivity \$ 29:19 —Compliance \$ 29:20 —Indemnities \$ 29:21 Liability of the consortium members—External liability \$ 29:22 —Internal liability splits \$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements \$ 29:31 Summary of the benefits of a consortium	§ 29:10	Management of the consortium
\$ 29:13 Scope of work of the consortium members \$ 29:14 Obligations under the consortium agreement— Performance of the work \$ 29:15 —Cooperation \$ 29:16 —Loyalty \$ 29:17 —Confidentiality \$ 29:18 —Exclusivity \$ 29:19 —Compliance \$ 29:20 —Indemnities \$ 29:21 Liability of the consortium members—External liability \$ 29:22 —Internal liability splits \$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements	§ 29:11	—The steering committee
\$ 29:14 Obligations under the consortium agreement— Performance of the work \$ 29:15 —Cooperation \$ 29:16 —Loyalty \$ 29:17 —Confidentiality \$ 29:18 —Exclusivity \$ 29:19 —Compliance \$ 29:20 —Indemnities \$ 29:21 Liability of the consortium members—External liability \$ 29:22 —Internal liability splits \$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements	§ 29:12	—The consortium leader
Performance of the work § 29:15 —Cooperation § 29:16 —Loyalty § 29:17 —Confidentiality § 29:18 —Exclusivity § 29:19 —Compliance § 29:20 —Indemnities § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements	§ 29:13	Scope of work of the consortium members
 § 29:15 —Cooperation § 29:16 —Loyalty § 29:17 —Confidentiality § 29:18 —Exclusivity § 29:19 —Compliance § 29:20 —Indemnities § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:14	Obligations under the consortium agreement—
 § 29:16 —Loyalty § 29:17 —Confidentiality § 29:18 —Exclusivity § 29:19 —Compliance § 29:20 —Indemnities § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 		Performance of the work
\$ 29:17 —Confidentiality \$ 29:18 —Exclusivity \$ 29:19 —Compliance \$ 29:20 —Indemnities \$ 29:21 Liability of the consortium members—External liability \$ 29:22 —Internal liability splits \$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements	§ 29:15	—Cooperation
\$ 29:18 —Exclusivity \$ 29:19 —Compliance \$ 29:20 —Indemnities \$ 29:21 Liability of the consortium members—External liability \$ 29:22 —Internal liability splits \$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements	§ 29:16	—Loyalty
 § 29:19 —Compliance § 29:20 —Indemnities § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:17	—Confidentiality
 § 29:20 —Indemnities § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:18	—Exclusivity
 § 29:21 Liability of the consortium members—External liability § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:19	—Compliance
 § 29:22 —Internal liability splits § 29:23 Flow of finances of the consortium § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:20	—Indemnities
\$ 29:23 Flow of finances of the consortium \$ 29:24 Intellectual property \$ 29:25 Exclusion of a member \$ 29:26 Termination and unilateral withdrawal \$ 29:27 Applicable substantive law \$ 29:28 Infringement of competition laws \$ 29:29 Dispute resolution and standing of the consortium members \$ 29:30 Model agreements	§ 29:21	Liability of the consortium members—External liability
 § 29:24 Intellectual property § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:22	—Internal liability splits
 § 29:25 Exclusion of a member § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:23	Flow of finances of the consortium
 § 29:26 Termination and unilateral withdrawal § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:24	Intellectual property
 § 29:27 Applicable substantive law § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:25	Exclusion of a member
 § 29:28 Infringement of competition laws § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:26	Termination and unilateral withdrawal
 § 29:29 Dispute resolution and standing of the consortium members § 29:30 Model agreements 	§ 29:27	Applicable substantive law
members § 29:30 Model agreements	§ 29:28	Infringement of competition laws
_	§ 29:29	-
_	§ 29:30	Model agreements
	_	<u> </u>

Bibliography

CHAPTER 30. INTERNATIONAL CONTRACTING WITH GOVERNMENTS: GOVERNMENT PROCUREMENT

§ 30:1	Checklist
§ 30:2	Government procurement systems in general
§ 30:3	Why is public buying different?
§ 30:4	—Accountability
§ 30:5	—Responsiveness
§ 30:6	—Professionalism
§ 30:7	—Transparency
§ 30:8	—Competition
§ 30:9	—Appeal rights
§ 30:10	Procurement reform
§ 30:11	Operational constraints
§ 30:12	International institutions and transparency
§ 30:13	—European Union
§ 30:14	—The World Bank
§ 30:15	International procurement agreements
§ 30:16	Government procurement markets
§ 30:17	—World Bank Group
§ 30:18	—The United Nations

§ 30:19	Bilateral development agencies
§ 30:20	International and nongovernmental organizations
§ 30:21	International public procurement procedures and
	techniques
§ 30:22	—Choice of procurement procedure
§ 30:23	—Open tendering, the preferred method
§ 30:24	—Other procurement methods
§ 30:25	Conclusion
§ 30:26	Case study; procurement in Australia
§ 30:27	—The Australian Procurement and Construction Council
§ 30:28	—Commonwealth public sector procurement
§ 30:29	—Recent developments
§ 30:30	—Reform, simplification and the AUSFTA
§ 30:31	—Focus on information and communication technology
	(ICT)
§ 30:32	—Defense
§ 30:33	—Looking forward
§ 30:34	—Professionalization
§ 30:35	—Public/private partnerships

CHAPTER 31. FOREIGN SALES OF MILITARY EQUIPMENT

§ 31:1	Checklist
§ 31:2	In general
§ 31:3	Financing
§ 31:4	Contract issues—Foreign Military Sales (FMS) contracts
§ 31:5	—Designation of sole source
§ 31:6	—Restrictions on foreign content for FMS transactions
§ 31:7	—Foreign subcontracts under FMS contracts
§ 31:8	—Direct commercial sales
§ 31:9	—Contract terms and conditions
§ 31:10	—Restrictions on foreign content in case of USG credits
§ 31:11	—Foreign subcontracts in direct commercial sales
§ 31:12	Offsets
§ 31:13	—FMS offset arrangements
§ 31:14	—Commercial offset arrangements
§ 31:15	—Reporting requirements for offsets
§ 31:16	Business practice issues
$\S 31:17$	—Foreign Corrupt Practices Act
§ 31:18	—Commissions and related issues
§ 31:19	Other issues—Consortium transactions
§ 31:20	—Defense treaties and agreements
§ 31:21	—Export controls
§ 31:22	—Bovcott matters

CHAPTER 32. MANAGING INTERNATIONAL POLITICAL RISK

§ 32:1 Checklist

TABLE OF	TABLE OF CONTENTS		
§ 32:2	In general		
§ 32:3	Types of political risk		
§ 32:4	—Currency inconvertibility and transfer risk		
§ 32:5	—Expropriation		
§ 32:6	—Political violence		
§ 32:7	Evaluation of political risk		
§ 32:8	—Project characteristics		
§ 32:9	—Country characteristics		
§ 32:10	—Useful data points		
§ 32:11	Managing political risk through political risk insurance		
§ 32:12	Types of coverage		
§ 32:13	—Currency inconvertibility and transfer		
§ 32:14	—Confiscation, expropriation, and nationalization		
§ 32:15	—Political violence		
§ 32:16	—"Denial of justice" or frustration coverage		
§ 32:17	—Arbitral award default coverage		
§ 32:18	—Breach of contract coverage		
§ 32:19	—Terrorism coverage		
§ 32:20	Providers of political risk insurance		
§ 32:21	—Multilateral Investment Guarantee Agency (MIGA)		
§ 32:22	—Covered risks		
§ 32:23	—Eligibility		
§ 32:24	—Terms		
§ 32:25	—Application process		
§ 32:26	—Claims management and disputes		
§ 32:27	—World Bank guarantees		
§ 32:28	—Three kinds of guarantees		
§ 32:29	—Application process		
§ 32:30	—OPIC/DFC		
§ 32:31	—Political risk insurance		
§ 32:32	—Direct loans and loan guarantees		
§ 32:33	—General eligibility requirements for all OPIC programs		
§ 32:34	—Claims management and disputes		
§ 32:35	The choice between public and private political risk insurance		
§ 32:36	—Underwriting criteria		
§ 32:37	—Speed of underwriting process		
§ 32:38	—Underwriting limits		
§ 32:39	—Policy tenors		
§ 32:40	—Potential to avoid loss in near-claim situations		
§ 32:41	—Pricing		
§ 32:42	Negotiation and drafting points		
§ 32:43	—The project agreement		
§ 32:44	—The contract for political risk insurance		
§ 32:45	—Specific considerations by type of coverage		
§ 32:46	—Presenting a claim		
§ 32:47	~ -		
§ 32:48	—Treatment of the investment if a claim is made		

§ 32:49	Managing political risk through deal structure—Making use of treaties for the production of investment
§ 32:50	—The origins, proliferation, and importance of bilateral investment treaties (BITs)
§ 32:51	—Development of BITs
§ 32:52	—Protections offered by BITs
§ 32:53	—Investment
§ 32:54	—Investors
§ 32:55	—Duration
§ 32:56	—Structuring the investment
§ 32:57	The International Centre for Settlement of Investment Disputes
§ 32:58	The appearance of multilateral treaties on investment
§ 32:59	—Regional economic treaties
§ 32:60	—Industry-focused treaties
§ 32:61	Substantive protections provided by bilateral and multilateral treaties
§ 32:62	—General protections
§ 32:63	—National and most-favored-nation treatment
§ 32:64	—Full protection and security
§ 32:65	—Fair and equitable treatment
§ 32:66	—Prohibition of arbitrary or discriminatory measures that impair investment
§ 32:67	—Treatment in accordance with international law
§ 32:68	—Specific protections
§ 32:69	—Expropriation and equivalent measures
§ 32:70	—The transfer of funds relating to the investment
§ 32:71	——Observance of undertakings (the "umbrella clause")
§ 32:72	—The recognition of subrogation
§ 32:73	Procedural remedies: direct investor-to-state arbitration
§ 32:74	—Making use of investment treaty arbitration procedures
§ 32:75	Concluding remarks

SUBPART III. COMPLIANCE ANALYSIS

CHAPTER 33. TRANSNATIONAL ANTI-BRIBERY COMPLIANCE

_	
§ 33:1	In general
§ 33:2	Transnational anti-bribery laws and conventions—The
	U.S. Foreign Corrupt Practices Act
§ 33:3	—The OECD Convention on Combating Bribery of Foreign
	Public Officials in International Business Transactions
§ 33:4	—The United Nations Convention against Corruption
§ 33:5	—Other national laws and international conventions
§ 33:6	Enforcement of anti-bribery laws
§ 33:7	Bribery risks associated with commercial intermediaries
§ 33:8	Contractual provisions to safeguard against bribery risk
§ 33:9	—Low risk

§ 33:10 —Moderate risk
§ 33:11 —High risk
§ 33:12 Other anti-bribery safeguards—Due diligence
§ 33:13 —Training and oversight
§ 33:14 —Gifts, meals, and entertainment
§ 33:15 Conclusion

CHAPTER 34. A UNITED STATES EXPORTERS' GUIDE TO FOREIGN LAWS APPLICABLE TO USE OF REPRESENTATIVES AND DISTRIBUTORS

	11011100110100
§ 34:1	Checklist
§ 34:2	In general
§ 34:3	Questions in need of answers
§ 34:4	Agency vs. distributorship
§ 34:5	Consequences of the selection under foreign law—Tax effects
§ 34:6	—Laws protecting local representatives
§ 34:7	—Basic types of protective legislation—Provisions affecting termination
§ 34:8	— — Protection of agents under local labor laws
§ 34:9	Responses to issues which arise—Management approaches to avoid or minimize problems
§ 34:10	—Contract approaches to avoid or minimize problems
§ 34:11	—Laws requiring registration of representatives or of agreements executed with representative
§ 34:12	—Local laws affecting compensation of the dealer
§ 34:13	Other local laws generally

CHAPTER 35. ANTI-BOYCOTT COMPLIANCE

§ 35:1	Checklist
§ 35:2	In general
§ 35:3	Summary of U.S. law—Sensitivities and responsibilities
§ 35:4	—Scope of U.S. law
§ 35:5	—Reporting obligations
§ 35:6	—Typical situations encountered
§ 35:7	—Offshore subsidiaries and branches
§ 35:8	Guide to compliance with U.S. law
§ 35:9	Customer relations—Use of an "umbrella clause"
§ 35:10	—Rectifying unacceptable language in boycott clauses
§ 35:11	—Other viable approaches

CHAPTER 36. UNITED STATES EXPORT CONTROLS

§ 36:1	Checklist
§ 36:2	In general
§ 36:3	Export Administration Act

§ 36:4	Arms Export Control Act
§ 36:5	Trading with the Enemy Act and International Emergency Economy Powers Act
§ 36:6	Implementation of an export control plan
§ 36:7	—Element one: policy commitment statement
§ 36:8	—Element two: introduction and scope of the export control plan
§ 36:9	—Element three: responsible personnel
§ 36:10	—Element four: order processing system
§ 36:11	—Element five: product classification; country licensing
	determination screening
§ 36:12	—Element six: denial list screening
§ 36:13	—Element seven: sanctioned and embargoed countries list screening
§ 36:14	—Element eight: customer/diversion risk red flag screening
§ 36:15	—Element nine: compliance with U.S. antiboycott regulations
§ 36:16	—Element ten: compliance with other agency regulations: the International Traffic in Arms Regulations
§ 36:17	—Element eleven: transactions outside of the order processing system
§ 36:18	—Element twelve: export clearance procedures
§ 36:19	—Element thirteen: compliance education and training
§ 36:20	—Element fourteen: compliance monitoring and review
§ 36:21	—Element fifteen: recordkeeping responsibilities

CHAPTER 37. EUROPEAN UNION EXPORT CONTROLS

§ 37:1	Checklist
§ 37:2	Introduction—Background of export control
§ 37:3	EU export controls—Military items
§ 37:4	— —EU Regulatory Framework—Regulation (EU) No 258/2012
§ 37:5	—EU Regulatory Framework—Common Position 2008/944/CFSP
§ 37:6	——EU Common Military List
§ 37:7	——Common Position on the control of arms brokering
§ 37:8	Military items—Member State Legislation
§ 37:9	—Competent authorities
§ 37:10	EU export controls—Dual-use items
§ 37:11	— — Definition of Dual-use items
§ 37:12	— —Items listed in Annex I of the Dual-Use Regulation
§ 37:13	— — "Catch-all" provisions regarding non-listed items
§ 37:14	— —Intra-EU transfers
§ 37:15	——Brokering services
§ 37:16	— — Technical assistance related to dual-use items listed
	in Annex I of the Dual-Use Regulation

§ 37:17	EU export controls – Dual-use items—Transit of non-
	Union dual-use items
§ 37:18	EU export controls—Dual-use items—Authorizations and
	procedures
§ 37:19	——Record keeping requirements
§ 37:20	Sanctions—Overview and competent authorities
§ 37:21	—Types and scope
$\S 37:22$	—Country-related sanctions
§ 37:23	— —Trade sanctions
$\S 37:24$	—Country-related and person-related sanctions—Financial
	and other economic sanctions
$\S 37:25$	—Person-related sanctions (anti-terrorism)
§ 37:26	EU export controls—Other export control measures
$\S 37:27$	—Enforcement and Penalties
$\S 37:28$	Internal Compliance Program (ICP) and contract drafting
§ 37:29	Developments in EU export control and sanctions law
§ 37:30	Conclusion

CHAPTER 38. REGULATION OF ELECTRICAL AND ELECTRONIC EQUIPMENT AND CHEMICALS IN THE EUROPEAN UNION

§ 38:1	Introduction
§ 38:2	The waste electrical and electronic equipment (WEEE) and restriction of hazardous substances (RoHS) Directives
§ 38:3	—Definition of electrical and electronic equipment (EEE)
§ 38:4	—The scope of the WEEE Recast
§ 38:5	— Open Scope as of 15 August 2018
§ 38:6	— —Liable Parties
§ 38:7	— —Placing on the Market
§ 38:8	 — Producer Obligations—Providing information to treatment and recovery facilities
§ 38:9	— — —Information to users
§ 38:10	———Collecting, treating, reusing, recovering, and recycling WEEE
§ 38:11	— — —Labeling
§ 38:12	———Financing the take back of WEEE
§ 38:13	Shipment
§ 38:14	The scope of RoHS 2
§ 38:15	—Maximum concentration values in restricted substances
§ 38:16	—Homogeneous material
§ 38:17	—Covered Categories of EEE
§ 38:18	——Categories not included
§ 38:19	— — What does "Large Scale" mean?
§ 38:20	— —Open Scope
§ 38:21	—Exemptions
§ 38:22	—Liable parties under RoHS 2
§ 38:23	—EU Declaration of Conformity
§ 38:24	Enforcement

§ 38:25	Recommendations to limit liability
§ 38:26	The Energy Related Products (ErP) Directive and the
	Ecodesign for Sustainable Products Regulation (ESPR)
§ 38:27	The Registration, Evaluation, Authorization, and
	Restriction of Chemicals (REACH) regulation: General
	overview
§ 38:28	The REACH Regulation: Compliance with RoHS
§ 38:29	—Definition of placing on the market
§ 38:30	—Validity for imported articles
§ 38:31	—Substance of very high concentration: Concentration
	limits
§ 38:32	—Granting exemptions
§ 38:33	—Classification, labeling and packaging of substances
	(CLP)

CHAPTER 39. EXPORT OF HAZARDOUS MATERIALS AND RESTRICTED ARTICLES FROM THE UNITED STATES

	21:1 11:1 21:11:12:2
§ 39:1	Checklist
§ 39:2	Overview
§ 39:3	Environmental Protection Agency
§ 39:4	—The Federal Insecticide, Fungicide, and Rodenticide Act
§ 39:5	— — Registration requirement
§ 39:6	——Labeling requirements
§ 39:7	——Pesticide export requirements
§ 39:8	——Export of unregistered pesticides
§ 39:9	—Toxic Substances Control Act
§ 39:10	— —Broad applicability
§ 39:11	——Core requirements
§ 39:12	8
§ 39:13	— — —Unreasonable risks and imminent hazards
§ 39:14	———Recordkeeping and reporting
§ 39:15	———Certifications by importers
§ 39:16	——Notifications by exporters
§ 39:17	—Resource Conservation and Recovery Act
§ 39:18	——Scope of hazardous waste export program
§ 39:19	— —Bilateral agreements with Mexico and Canada
§ 39:20	— Other international agreements
§ 39:21	— — — The Basel Convention
§ 39:22	— — — The Organisation for Economic Co-operation and
	Development (OECD) Agreement
§ 39:23	— —Electronic waste
§ 39:24	Drug Enforcement Administration
§ 39:25	—Controlled Substances Import and Export Act
§ 39:26	— — Regulated persons
§ 39:27	— — Requirements for exports of List I chemicals
§ 39:28	— —Import/export declarations
§ 39:29	Consumer Product Safety Commission

§ 39:30	—Consumer Product Safety Act
§ 39:31	—The Flammable Fabrics Act
§ 39:32	—The Federal Hazardous Substances Act
§ 39:33	The Food and Drug Administration (FDA)
§ 39:34	The Food and Drug Administration—The Federal Food,
	Drug and Cosmetic Act
§ 39:35	——General export requirements
§ 39:36	——Special labeling requirements
§ 39:37	 —Exports of certain unapproved products
§ 39:38	— — Meeting the applicable requirements of the Act
§ 39:39	——If none of the listed countries has approved the drug
§ 39:40	— —Notification to FDA
§ 39:41	The United States Department of Transportation
§ 39:42	—Hazardous Material Transportation Act and Hazardous
	Materials Regulations
§ 39:43	—International shipping standards
§ 39:44	—Canadian rules
§ 39:45	—Mexican rules
§ 39:46	The Departments of State and Commerce
§ 39:47	—The Arms Export Control Act and International Traffic
	in Arms Regulations
§ 39:48	—The Export Administration Act and export
0.00.10	administration regulations
§ 39:49	Department of the Treasury

CHAPTER 40. EU & US ANTITRUST LAW

I. GENERAL

§ 40:1 Introduction

II. THE THREE PILLARS OF ANTITRUST LAW

§ 40:2	Generally
§ 40:3	The ban on cartels
§ 40:4	Unilateral and multilateral behavior
§ 40:5	Formal types of behavior
§ 40:6	Horizontal and vertical agreements
§ 40:7	Exception
§ 40:8	Abuse of a dominant position
§ 40:9	Market dominance
§ 40:10	Prohibited behaviors
§ 40:11	Digital Markets Act
§ 40:12	Merger control
§ 40:13	Consequences of a cartel infringement
§ 40:14	Damages
§ 40:15	Compliance
§ 40:16	Preventive protection through a compliance management system (CMS)
§ 40:17	Protection during a breach

III. COMPLIANCE CHECKLIST ANTITRUST LAW

- § 40:19 Do's and Don'ts when dealing with competitors
- § 40:20 Do's and Don'ts when dealing with customers

CHAPTER 41. GUIDE TO UNITED STATES TRADE LAWS

- § 41:1 Checklist
- § 41:2 In general
- § 41:3 Antidumping duty law
- § 41:4 —Initiation of an antidumping duty investigation
- § 41:5 —Proceedings leading to a possible antidumping duty order
- § 41:6 —Proceedings after the imposition of an antidumping duty order
- § 41:7 —Calculation of an antidumping duty
- § 41:8 —Calculation of export price or constructed export price
- § 41:9 —Calculation of normal value
- § 41:10 —Calculation of the antidumping margin
- § 41:11 Countervailing duty law
- § 41:12 —Initiation of a countervailing duty investigation
- § 41:13 —Proceedings leading to a possible countervailing duty order
- § 41:14 —Proceedings after the imposition of a countervailing duty order
- § 41:15 —Calculation of a countervailing duty
- § 41:16 ——Financial contribution
- § 41:17 ——Benefit
- § 41:18 ——Specificity
- § 41:19 —Calculation of the subsidy rate
- § 41:20 —Actionable subsidies that are not countervailable
- § 41:21 Section 337 of the Tariff Act of 1930 (Section 337)
- § 41:22 —The object of Section 337
- § 41:23 —Proceedings leading to a Section 337 remedy
- § 41:24 —Remedies available under Section 337
- § 41:25 Section 301 of the Trade Act of 1974 (Section 301)
- § 41:26 —Section 301 investigative procedures
- § 41:27 "Special 301" investigative procedures
- § 41:28 —Section 301 and "Special 301" retaliatory action
- § 41:29 —Section 301 and "Special 301" retaliatory procedures
- § 41:30 Safeguard proceedings
- § 41:31 —Safeguard investigative procedures
- § 41:32 —Safeguard remedies

CHAPTER 42. GUIDE TO EUROPEAN UNION TRADE LAWS

§ 42:1 Overview of EU trade laws

§ 42:2	Anti-dumping measures
§ 42:3	—Relevant issues
§ 42:4	—Applicable procedures
§ 42:5	—Practical comments
§ 42:6	Countervailing measures (anti-subsidy proceedings)
§ 42:7	—Relevant issues
§ 42:8	—Applicable procedures
§ 42:9	
§ 42:10	Safeguard measures
§ 42:11	—Relevant issues
§ 42:12	—Applicable procedures
§ 42:13	—Practical comments
§ 42:14	The Trade Barriers Regulation
§ 42:15	—Relevant issues
§ 42:16	—Applicable procedures
§ 42:17	—Practical comments
§ 42:18	International Procurement Regulation
§ 42:19	—Relevant Issues
§ 42:20	International Procurement Instrument—Applicable procedures
§ 42:21	IPI measures—Practical comments
§ 42:22	Anti-Coercion Instrument
§ 42:23	—Relevant Issues
§ 42:24	—Applicable procedures
§ 42:25	—Practical comments
§ 42:26	Conclusion

CHAPTER 43. GUIDE TO UNITED STATES CUSTOMS LAWS

§ 43:1	Checklist
§ 43:2	U.S. customs laws and the U.S. agencies that enforce them
§ 43:3	—The U.S. customs laws
§ 43:4	—The U.S. agencies that enforce the U.S. customs laws
§ 43:5	The importation process: the advanced manifesting and entry of imported goods
§ 43:6	—Advanced manifesting of merchandise
§ 43:7	—Entry of imported goods
§ 43:8	Reasonable care and informed compliance
§ 43:9	Admissibility determinations: prohibited or restricted
	merchandise
§ 43:10	Duties, fees, tariff classification, and valuation
§ 43:11	—Tariff classification
§ 43:12	—Rates of duty
§ 43:13	—Valuation
§ 43:14	— — Transaction value
§ 43:15	— — Transaction value of identical or similar merchandise
§ 43:16	——Computed and deductive value
§ 43:17	——Fallback method

	INTERNATIONAL CONTRACT MAI
§ 43:18	Drawback
§ 43:19	—Manufacturing drawback
§ 43:20	—Rejected merchandise drawback
§ 43:21	—Unused merchandise drawback
§ 43:22	—Drawback compliance, record-keeping, and penalties
§ 43:23	Determining the proper country of origin
§ 43:24	—The substantial transformation test
§ 43:25	—Textile and apparel products
§ 43:26	—Free trade agreements and duty preference programs
§ 43:27	—Country of origin labeling
§ 43:28	The CBP ruling and protest process
§ 43:29	—CBP binding rulings
§ 43:30	—Protests of CBP decisions
§ 43:31	Judicial review
§ 43:32	Fines, penalties, and forfeitures
§ 43:33	Entry bonds and liquidated damages
§ 43:34	Audits and recordkeeping
§ 43:35	Customs-Trade Partnership Against Terrorism
§ 43:36	Conclusion
CTTAT	PTER 44. EUROPEAN UNION CUSTOMS
LAV	
§ 44:1	Checklist
§ 44:2	In general
§ 44:3	Allocation of responsibilities and powers inside the EU for customs matters
§ 44:4	The Common Customs Tariff
§ 44:5	Entry of imported goods into the EU—Customs entry and declaration for merchandise
§ 44:6	—Placing merchandise under EU customs clearance procedures
§ 44:7	—Release for free circulation inside the European Union
§ 44:8	Duty assessment
§ 44:9	—Tariff classification (CN and TARIC)
§ 44:10	—Rates of duty
§ 44:11	—Valuation

—Tariff rate quotas and import licensing

Determination of country of origin

—Certification of preferential origin

—Outward processing

—Preferential origin

Temporary admissionRe-exportation

-Warehousing

Export controls

—Non-preferential origin

Inward and outward processing—Inward processing

Other customs procedures and specific relief—Transit

§ 44:12

§ 44:13

§ 44:14

§ 44:15

§ 44:16 § 44:17

§ 44:18 § 44:19

§ 44:20

§ 44:21

§ 44:22 § 44:23

- § 44:24 Administrative and judicial review
- § 44:25 Penalties

CHAPTER 45. COMPETITION LAW OF THE EUROPEAN UNION

I. IN GENERAL

§ 45:1 Introduction

II. APPLICABILITY OF THE COMPETITION LAW OF THE EUROPEAN UNION.

- § 45:2 Legal framework for European competition law
- § 45:3 Enforcement of EU competition law
- § 45:4 The relevance of market shares for the application of the competition rules

III. PROHIBITION ON ANTI-COMPETITIVE PRACTICES

- § 45:5 Article 101 of the Treaty on the Functioning of the European Union (TFEU)
- § 45:6 Article 102 of the TFEU (Dominance)

IV. HORIZONTAL AND VERTICAL COOPERATION

- § 45:7 Horizontal and vertical cooperation
- § 45:8 Specialization agreements
- § 45:9 Research and development agreements
- § 45:10 Information exchange
- § 45:11 Vertical agreements and concerted practices
- § 45:12 Technology transfer agreements
- § 45:13 Fining guidelines
- § 45:14 Leniency notice

V. MERGER CONTROL

- § 45:15 In general
- § 45:16 Jurisdictional thresholds
- § 45:17 Notification procedure
- § 45:18 Substantial assessment

CHAPTER 46. THE EU GENERAL DATA PROTECTION REGULATION AND ITS INTERNATIONAL IMPACT ON BUSINESS

I. INTRODUCTION

§ 46:1 Background and history

- § 46:2 Relation to other EU legislation
- § 46:3 Relation to national law

II. SCOPE OF APPLICATION

- § 46:4 Territorial scope of application
- § 46:5 Material scope
- § 46:6 Controllers and processors

III. PRINCIPLES OF DATA PROCESSING

- § 46:7 Overview
- § 46:8 Principle of lawfulness
- § 46:9 Principle of purpose limitation
- § 46:10 Principle of transparency
- § 46:11 Principles of data minimization and restricted storage
- § 46:12 Principle of integrity and confidentiality
- § 46:13 Principle of necessity and proportionality
- § 46:14 Risk based approach
- § 46:15 Privacy by design and privacy by default
- § 46:16 Accountability

IV. LEGAL BASES FOR PROCESSING OF PERSONAL DATA

- § 46:17 General justifications (Art. 6 GDPR)
- § 46:18 Sensitive data (Art. 9 GDPR)
- § 46:19 Automated decision—making

V. RIGHTS OF DATA SUBJECTS

- § 46:20 General overview
- § 46:21 Rights in detail

VI. ORGANIZATIONAL OBLIGATIONS OF CONTROLLERS AND PROCESSORS

- § 46:22 General overview
- § 46:23 Documentation
- § 46:24 Information obligations
- § 46:25 Contractual relationships
- § 46:26 Record of processing activities
- § 46:27 Data security
- § 46:28 Notification of authorities and data subjects
- § 46:29 Data protection impact assessment and consultation with supervisory authority
- § 46:30 Appointment of data protection officer and representative
- § 46:31 Organizational obligations of the processor

VII. INTERNATIONAL DATA TRANSFERS

§ 46:32 Overview

\$ 46:33 \$ 46:34 \$ 46:35	Other bi- or multilateral tools
VIII.	ENFORCEMENT
§ 46:36 § 46:37	1 0

§ 46:38

Self-Regulation and co-regulation

§ 46:39 Civil law liability

Volume 2

COUNTRY HANDBOOKS PART II.

CHAPTER 47. AFGHANISTAN

§ 47:1	The Afghan legal system
§ 47:2	-Reconstruction of the Afghan state and rule of law
§ 47:3	—Historical origins of the state legal order and its
	competitors
§ 47:4	—Developments in the legal order under the Karzai
	government
§ 47:5	Future reforms
§ 47:6	Dispute resolution in general
§ 47:7	—Commercial court procedure
§ 47:8	—Commercial arbitration
§ 47:9	Sources of contract law

- § 47:10 —Shari'a § 47:11 —Civil code
- § 47:12 — —Key provisions
- § 47:13 —Commercial code
- § 47:14 — —General provisions
- § 47:15 ——Special contracts
- § 47:16 Procurement law
- § 47:17 Mining contracts
- Insurance contracts § 47:18
- § 47:19 Labor contracts

CHAPTER 48. AUSTRALIA

- § 48:1 Source and nature of Australian law
- § 48:2 Governing law
- § 48:3 Jurisdiction of Australian courts
- § 48:4 Arbitration
- § 48:5 Contract principles
- § 48:6 Warranties and conditions
- § 48:7 Unconscionable conduct
- § 48:8 Unfair Contract terms

§ 48:9	Delay
§ 48:10	Frustration (force majeure)
§ 48:11	Personal Property Security
§ 48:12	Statutes of limitation
§ 48:13	Contracts with government entities
§ 48:14	Issues on breach of contract
§ 48:15	—Damages
§ 48:16	—Specific performance
§ 48:17	—Injunction
§ 48:18	—Quasi-contract
§ 48:19	—Liquidated damages and penalties
§ 48:20	—Limitation of liability for breach
§ 48:21	International compliance
§ 48:22	Government authorizations—Foreign Investment Review Board
§ 48:23	Doing business in Australia: Business structures
§ 48:24	Doing business in Australia: taxation
§ 48:25	International tax considerations
§ 48:26	Representation and agency
§ 48:27	Franchising
§ 48:28	International Trade regulation
§ 48:29	Restrictive trade practices
§ 48:30	Cross-border insolvency
§ 48:31	Resources
CHAP	TER 49. AUSTRIA
CHAP § 49:1	TER 49. AUSTRIA In general
§ 49:1	In general
§ 49:1 § 49:2	In general Contract principles—Governing law
§ 49:1 § 49:2 § 49:3	In general Contract principles—Governing law —Types of contracts
§ 49:1 § 49:2 § 49:3 § 49:4	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure
§ 49:1 § 49:2 § 49:3 § 49:4 § 49:5	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies—
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements)
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14 \$ 49:15	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements) Taxation —Personal Income Tax
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14 \$ 49:15 \$ 49:16	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements) Taxation
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14 \$ 49:15 \$ 49:16 \$ 49:17	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements) Taxation —Personal Income Tax —Corporate Income Tax —VAT
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14 \$ 49:15 \$ 49:16 \$ 49:17 \$ 49:18	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements) Taxation —Personal Income Tax —Corporate Income Tax —VAT Export and import regulations
\$ 49:1 \$ 49:2 \$ 49:3 \$ 49:4 \$ 49:5 \$ 49:6 \$ 49:7 \$ 49:8 \$ 49:9 \$ 49:10 \$ 49:11 \$ 49:12 \$ 49:13 \$ 49:14 \$ 49:15 \$ 49:16 \$ 49:17	In general Contract principles—Governing law —Types of contracts —Delay, excusable delays, force majeure —Penalty clauses —Warranties Other contractual or quasi-contractual remedies— Damages —Laesio enormis —Error/mistake —Statute of limitations, prescription period Limitations of liability, disclaimers —Retention of title —Representation (agency, distributorship agreements) Taxation —Personal Income Tax —Corporate Income Tax —VAT

§ 49:22 Arbitration and mediation

CHAPTER 50. BAHRAIN	CHA	PTER	50.	BAHR	AIN
---------------------	-----	------	-----	------	-----

- $\S 50:1$ General background
- § 50:2 Courts and litigation
- § 50:3 Governing law and jurisdiction—Court jurisdiction
- § 50:4 Governing law—Conflict of Laws
- § 50:5 Arbitration and mediation
- § 50:6 Enforcement of foreign judgments, arbitral awards and mediated settlement agreements
- § 50:7 Contracts
- § 50:8 Contracts for sale of goods

CHAPTER 51. CHILE

- § 51:1 Source and nature of Chilean law
- § 51:2 Legal regimes related to contracts
- § 51:3 Jurisdiction of courts
- § 51:4 New York Convention and main treaties and agreements
- § 51:5 Arbitration
- § 51:6 Freedom of contract
- § 51:7 Contract: Generalities
- § 51:8 Breach of contract
- § 51:9 Overview on commercial regulation
- § 51:10 Overview on main commercial contracts
- § 51:11 Sale Contract
- § 51:12 Loan Contract

CHAPTER 52. THE PEOPLE'S REPUBLIC OF CHINA

PART I. CONTRACT LAW

- § 52:1 Contract formation—Offer
- § 52:2 —Firm offers
- § 52:3 —Acceptance
- § 52:4 —Additional terms in acceptance
- § 52:5 —Essential terms and unspecified terms
- § 52:6 Formal requirements
- § 52:7 Pre-contractual liability
- § 52:8 Advance contract (Contract to conclude a contract)
- § 52:9 Validity of contracts—Valid contracts
- § 52:10 —Effects-to-be-ratified Contracts
- § 52:11 —Void Contracts
- § 52:12 —Voidable contracts
- § 52:13 Construction of contracts—Interpretation of clauses in contracts
- § 52:14 —Missing and uncertain terms
- § 52:15 —Exculpatory clauses

§ 52:16	—Standardized terms	
§ 52:17	Performance—Principles	
§ 52:18	—Conditions	
§ 52:19	—Suspension in delivering performance	
§ 52:20	—Obligee's subrogation right	
§ 52:21	—Obligee's avoidance right	
§ 52:22	—Modification of contracts	
§ 52:23	—Assignment of contracts	
§ 52:24	Termination—Termination of contractual rights and obligations	
§ 52:25	—Termination of contracts	
§ 52:26	Remedies—Strict liability	
§ 52:27	—Compensatory damages and foreseeability test	
§ 52:28	—Liquidated damages clause—Adjustment	
§ 52:29	— Relationship with "deposit"	
§ 52:30	—Specific performance	
§ 52:31	—Remedial measures	
§ 52:32	—Mitigation of damages	
§ 52:33	Excuses for nonperformance—Force majeure	
§ 52:34	—Economic hardship; change of circumstances;	
	frustration; impracticability	
§ 52:35	Statute of limitation	
PART	II. TAXES	
§ 52:36	Business taxation—Enterprise income tax	
§ 52:37		
§ 52:38		
§ 52:39	—Capital gains taxation	
§ 52:40	—Losses	
§ 52:41	—Tax incentive policy	
§ 52:42	—Anti-avoidance rules—Transfer pricing	
§ 52:43	—Foreign income and tax treaties	
§ 52:44	—Compliance and administration	
§ 52:45	Value added tax	
§ 52:46	Consumption tax	
§ 52:47	Personal taxation—taxable persons	
§ 52:48	—Taxable income and rate	
§ 52:49	—Comprehensive deduction system	
§ 52:50	—Capital gains taxation	
§ 52:51	—Foreign tax credit	
	—Foreign tax credit	
§ 52:52	—Foreign tax credit —Compliance and administration	
§ 52:52 PART	—Compliance and administration	
PART	—Compliance and administration III. ARBITRATION	
PART § 52:53	—Compliance and administration	
PART § 52:53 § 52:54	—Compliance and administration III. ARBITRATION Advantage of arbitration in China	
PART § 52:53 § 52:54 § 52:55	—Compliance and administration III. ARBITRATION Advantage of arbitration in China Arbitration inside or outside mainland China	
PART § 52:53 § 52:54	—Compliance and administration III. ARBITRATION Advantage of arbitration in China Arbitration inside or outside mainland China Choice of the arbitral institution	

§ 52:58 Key differences among domestic awards, foreign related awards, New York Convention awards, and Hong Kong awards

CHAPTER 53. COLOMBIA

§ 53:1	Introduction—Preliminary considerations regarding the Colombian legal regime
§ 53:2	Preliminary considerations in regard to private contract law
§ 53:3	Preliminary considerations in regard to public contract law
§ 53:4	Principles of private contract law
§ 53:5	Principle of private autonomy of the will
§ 53:6	Principle of good faith—The effect of the principle of good faith in the content of the contracts
§ 53:7	Effects of the principle of good faith in the pre-contractual stage
§ 53:8	Good faith and estoppel
§ 53:9	Limitation and exoneration of liability clauses in consideration of the degree of diligence assumed by the parties—Preliminary considerations
§ 53:10	Conditions for the inclusion of limitation or exoneration of liability clauses in consideration of the degree of diligence assumed by the parties
§ 53:11	Limitation of exoneration of liability clauses in consideration of the type of damage claimed—Preliminary considerations
§ 53:12	Conditions and restrictions to the limitation and exoneration of liability clauses in consideration of the type of damage caused
§ 53:13	Unilateral termination clauses for breach of contract
§ 53:14	Liquidated damages and penalty clauses
§ 53:15	Liquidated damages clauses
§ 53:16	Penalty clause for delay in performance
§ 53:17	Limits on "penalty clauses" and effects on agreeing an amount that exceeds the obligation due
§ 53:18	Reduction of "Penalty clauses" for partial breach
§ 53:19	Differences between default and non-compliance and its effects on contractual liability
§ 53:20	Arbitration—Regime and criteria applicable to domestic and international arbitration
§ 53:21	Recognition and enforcement of international arbitral awards in Colombia
§ 53:22	Applicable recourses against arbitral awards
§ 53:23	The <i>Tutela</i> Constitutional action
§ 53:24	Virtual court hearings: the pandemic's impact and Law 2213 of 2022.
§ 53:25	Commercial Agency Agreement
§ 53:26	Elements of the Commercial Agency Agreement and its distinction to other forms of distribution
§ 53:27	De facto Commercial Agency Agreements

§ 53:28	Financial effects derived from the termination of a
	Commercial Agency Agreement
§ 53:29	The possibility to waive the financial compensations
	produced upon termination of the Commercial Agency
	Agreement
§ 53:30	The application of international law to Commercial Agency Agreements
§ 53:31	References

CHAPTER 54. DENMARK

§ 54:1 In general

I. CONTRACT LAW

- § 54:2 In general
- § 54:3 Invalidity of contracts

II. SALES OF GOODS

- § 54:4 Sale of Goods Act and the CISG
- § 54:5 Consumer sales law

III. COMPANY LAW

- § 54:6 Types of companies
- § 54:7 Share capital and shareholder liability
- § 54:8 Company governing bodies
- § 54:9 Shareholders meetings and general meeting
- § 54:10 Voting at a shareholders meeting and general meeting
- § 54:11 Void general meeting resolutions
- § 54:12 Information at a general meeting
- § 54:13 Group companies
- § 54:14 Shareholder liability
- § 54:15 Board of directors; appointment by shareholders
- § 54:16 —Qualifications
- § 54:17 —Number of directors and deputies
- § 54:18 —Chairman of the board
- § 54:19 —Meetings of the board of directors
- § 54:20 —Quorum
- § 54:21 —Powers
- § 54:22 —Duties
- § 54:23 Managing director—Appointment
- § 54:24 Managing director; appointment—Powers
- § 54:25 —Director liability

IV. INTELLECTUAL PROPERTY AND MEDIA LAW

- § 54:26 Copyright
- § 54:27 —Commencement of protection
- § 54:28 —Limitations

§ 54:29	—System of agreement licenses
§ 54:30	Trademarks
§ 54:31	—Commencement of protection
§ 54:32	Patents
§ 54:33	—Commencement of protection
§ 54:34	—Utility models
§ 54:35	Design protection
§ 54:36	—Commencement of protection
§ 54:37	Trade secrets
§ 54:38	Freedom of press and freedom of expression
§ 54:39	Marketing law

V. EMPLOYMENT LAW

§ 54:40	In general
§ 54:41	Recruitment
§ 54:42	Form of employment contract
§ 54:43	Wages
§ 54:44	Working hours and holidays
§ 54:45	Benefits
§ 54:46	Pensions
§ 54:47	Sickness
§ 54:48	Taxation
§ 54:49	Maternity rights and parental leave
§ 54:50	Discrimination
§ 54:51	Enforcement of rights
§ 54:52	Dismissing an employee; notice of termination
§ 54:53	—Unfair dismissal
8 54.54	-Fmnlovee rights in husiness transfers

VI. ANTITRUST AND COMPETITION LAW

§ 54:55	In general
§ 54:56	Prohibited restrictions on competition
§ 54:57	Abuse of a dominant position

VII. INSOLVENCY LAW

§ 54:58	In general
§ 54:59	Voluntary debt reduction
§ 54:60	Business reorganization
§ 54:61	Bankruptcy

CHAPTER 55. ENGLAND

§ 55:1	Source and nature of English law
§ 55:2	Governing law and arbitration—Choice of law
§ 55:3	—Arbitration
§ 55:4	Contract principles—Contract formation
§ 55:5	—Consideration
§ 55:6	—Estoppel

§ 55:7 —Invalidation -Warranties and conditions § 55:8 § 55:9 —Quality and fitness § 55:10 —Time § 55:11 —Implied terms § 55:12 —Exclusion clauses —Unfair terms § 55:13 § 55:14 —Allocation of risk § 55:15 -Impossibility or impracticability of performance § 55:16 —Breach of contract § 55:17 ——Specific performance § 55:18 --Damages -- Mitigation § 55:19 § 55:20 — —Contributory negligence § 55:21 ——Anticipatory breach § 55:22 - Liquidated damages or penalty clauses § 55:23 — —Interim remedies § 55:24 ——Statutes of limitation Doing business in England—Forms of doing business § 55:25 § 55:26 -Employees — —Individual contracts § 55:27 § 55:28 ——Statutory rights and obligations § 55:29 — —Collective agreements § 55:30 —Regulation of business practices § 55:31 —Taxation --National taxes § 55:32 — — Double taxation treaties § 55:33

CHAPTER 56. ESTONIA

§ 56:1	Preface
§ 56:2	—Legal environment
§ 56:3	—Business customs
§ 56:4	Company law
§ 56:5	—Forms of companies
§ 56:6	—Public and private limited liability companies
§ 56:7	—Formation of a limited liability company
§ 56:8	—Share capital and shares
§ 56:9	—Management of the company
§ 56:10	——Management board (juhatus)
§ 56:11	——Supervisory board (nõukogu)
§ 56:12	— — Meeting of shareholders (osanike koosolek), general meeting (üldkoosolek)
§ 56:13	—Public and private limited liability companies in comparison
§ 56:14	—Branch office of foreign company (filiaal)
§ 56:15	—The commercial register; notaries public; licensed areas of business
§ 56:16	Mergers and acquisitions

```
§ 56:17
         —Types of acquisitions
§ 56:18
         —Acquisition of shares
§ 56:19
         — Form
§ 56:20
         — —Transfer of title
§ 56:21
         ——Preemptive rights
§ 56:22
         —Acquisition of assets
§ 56:23
         — Form
         ——Transfer of title
§ 56:24
§ 56:25
         — —Transfer of liabilities
         -Comparison of share and asset acquisitions
§ 56:26
§ 56:27
         Competition law
§ 56:28
         —Applicability of EU competition rules
§ 56:29
         —Prohibited agreements
§ 56:30
         — —Exemptions
§ 56:31
         — — De minimis rule
         — —Hardcore restrictions
§ 56:32
§ 56:33
         —Concentration control
         --- Thresholds
§ 56:34
         -- Notification
§ 56:35
§ 56:36
         — Joint ventures
§ 56:37
         Taxation
§ 56:38
         —Income Taxation—Taxation of resident legal persons
          (corporate income tax)
§ 56:39
         — —Income tax liability of resident individuals
§ 56:40
         — —Income tax liability of non-residents
§ 56:41
         ——Controlled foreign companies taxation
§ 56:42
         — Taxation of permanent establishments of non-resident
          companies
§ 56:43
         —Taxation of Wages
§ 56:44
         — —Example calculation
§ 56:45
         Value Added Tax
§ 56:46
         —Supply subject to VAT
§ 56:47
         —Refund of input VAT
         Taxation—Value added taxation—VAT declaration and
§ 56:48
          report on intra-community supply of goods
§ 56:49
         Real estate—Land tax
§ 56:50
         Real estate
§ 56:51
         —Title to real estate, land register
§ 56:52
         —Acquisition of real estate
§ 56:53
         ——Change of ownership
         — —Form of agreements
§ 56:54
§ 56:55
         — —Language requirements
§ 56:56
         — — Due diligence
§ 56:57
         ——Preemption rights
§ 56:58
         — Typical purchase price arrangements
         ——Related costs
§ 56:59
§ 56:60
         —Taxation
§ 56:61
         —Restrictions on acquiring real estate
§ 56:62
         — Public restrictions on the use of real estate
```

§ 56:63	—Encumbrances
§ 56:64	— — Mortgage
§ 56:65	—Property management
§ 56:66	—Lease agreements
§ 56:67	 — Duration and expiry of lease agreement
§ 56:68	 —Lease payment and accessory expenses
§ 56:69	—Planning requirements and construction of buildings—
	Planning
§ 56:70	——Construction
§ 56:71	Useful links

CHAPTER 57. EUROPEAN UNION

I. INTRODUCTION

§ 57:1 Generally

II. EU LEGISLATION ON CONTRACTS

§ 57:2	Generally
§ 57:3	Directives and Regulations with effect on contracts
§ 57:4	Overview of selected community legislation—Products liability
§ 57:5	—Consumer contracts
§ 57:6	—Electronic commerce
§ 57:7	—Commercial law
§ 57:8	—Cross-border credit transfers and cross-border payments
§ 57:9	—Services
§ 57:10	EU legislation on contracts in general—Anticipated measures

III. LAW ENFORCEMENT AND CIVIL PROCEDURE

§ 57:11	Overview of EU legislation and European treaties on private international law and civil procedure
§ 57:12	Choice of law—Rome Convention and Rome I
§ 57:13	Rome Convention—Determination of applicable law
§ 57:14	—Scope of applicable law
§ 57:15	Rome I Regulation
§ 57:16	Applicability of CISG in cross-border sales transactions
§ 57:17	Jurisdiction, recognition, and enforceability of judgments
	in contractual matters—Brussels Regulation
§ 57:18	—European enforcement order
§ 57:19	—European order for payment procedure
§ 57:20	—Alternative dispute resolution and online dispute
	resolution
§ 57:21	—European Account Preservation Order
§ 57:22	Enforcement of consumer law
§ 57:23	Anticipated measures
	-

IV. BREXIT

§ 57:24 Consequences on EU legislation

§ 57:25 Consequences on Civil Procedure

CHAPTER 58. FINLAND

§ 58:1 In general

I. CONTRACT LAW

§ 58:2 In general

A. FORMATION OF CONTRACTS

- § 58:3 Offer and acceptance
- § 58:4 Time of acceptance

B. AGENCY

§ 58:5 In general

C. INVALIDITY OF CONTRACTS

§ 58:6 In general

D. SALES OF GOODS

- § 58:7 In general
- § 58:8 Risk of loss or damage to the goods
- § 58:9 Conformity of goods
- § 58:10 Remedies for breach
- § 58:11 The amount of damages

II. BUSINESS PERMITS

§ 58:12 In general

III. LIMITED LIABILITY COMPANY

- § 58:13 In general
- § 58:14 Establishing an OY
- § 58:15 Share capital and shareholder liability
- § 58:16 Company management
- § 58:17 Shareholders' meeting
- § 58:18 Board
- § 58:19 Chief executive officer
- § 58:20 Directors' liability
- § 58:21 Shareholders' liability
- § 58:22 Shareholder suits

IV. INTELLECTUAL PROPERTY AND MEDIA LAW

- § 58:23 Copyright
- § 58:24 Trademarks
- § 58:25 Patents

§ 58:26 Trade secrets

1 7	CON	CTIN	/IFP	LAW
V -		ווטכו		LAN

- § 58:27 Consumer Protection Act
- § 58:28 Consumer contract terms
- § 58:29 Consumer class action

VI. DATA PROTECTION

- § 58:30 In general
- § 58:31 Data Protection Act
- § 58:32 Act on the Protection of Privacy in Working Life
- § 58:33 Act on Data Protection in Electronic Communications

VII. COMPETITION, ANTITRUST LAW

- § 58:34 In general
- § 58:35 Cartels and other concerted practices
- § 58:36 Abuse of dominant market position
- § 58:37 Notifying mergers and acquisitions

VIII. EMPLOYMENT LAW AND EMPLOYMENT CONTRACTS

- § 58:38 Recruitment
- § 58:39 Form of employment contract
- § 58:40 Collective agreements
- § 58:41 Trial period
- § 58:42 Temporary agency work
- § 58:43 Nondiscrimination and fair treatment
- § 58:44 Occupational safety and health
- § 58:45 Pay
- § 58:46 Illness
- § 58:47 Working hours and holidays
- § 58:48 Family leave
- § 58:49 Employees' obligations
- § 58:50 Termination of employment generally
- § 58:51 Grounds for termination related to the employee's person
- § 58:52 Termination on financial or production-related grounds
- § 58:53 Period of notice
- § 58:54 Cancellation of employment contract
- § 58:55 Termination without grounds
- § 58:56 Transfer of business

IX. INSOLVENCY LAW

- § 58:57 In general
- § 58:58 Corporate restructuring
- § 58:59 Bankruptcy

lxiv

X. COURTS AND OTHER METHODS OF DISPUTE RESOLUTION

§ 58:60 Courts § 58:61 Arbitration

CHAPTER 59. FRANCE

I. SETTING UP A BUSINESS IN FRANCE

- § 59:1 Representative offices
 § 59:2 Branch offices
 § 59:3 Differences between a representative office and a branch
- § 59:3 Differences between a representative office and a branch office
- § 59:4 Distribution networks—Independent distributors § 59:5 —Sales intermediaries

II. CREATING A LEGAL ENTITY IN FRANCE

- § 59:6 Company formats in general
- § 59:7 —SA
- § 59:8 —SARL
- § 59:9 —SAS
- § 59:10 Share capital and minimum number of shareholders
- § 59:11 Share transfers
- § 59:12 Shareholders' meetings
- § 59:13 —SA
- § 59:14 —SARL
- § 59:15 —SAS
- § 59:16 Management
- § 59:17 —SA
- § 59:18 ——Board of directors' regime
- § 59:19 ———Directors and contracts of employment
- § 59:20 ———President general director
- § 59:21 ———Management powers
- \S 59:22 ——Executive board and supervisory board regime
- § 59:23 ———Supervisory board
- § 59:24 ——Executive board; management powers
- § 59:25 ———Maximum number of offices
- § 59:26 —SARL
- § 59:27 —SAS
- § 59:28 Statutory auditors
- § 59:29 Limitations to the powers of management
- § 59:30 —SA
- § 59:31 —SARL
- § 59:32 —SAS
- § 59:33 Management liability
- § 59:34 —Civil liability
- § 59:35 —Liability in the event of bankruptcy
- § 59:36 —Criminal liability

- § 59:37 Comparison chart, for SA, SARL, and SAS
 § 59:38 European Company
 § 59:39 —Employee involvement
 § 59:40 —Means of incorporation
 § 59:41 —Transfer of the registered office
 § 59:42 —Tax
- III. ACQUIRING A COMPANY IN FRANCE
- § 59:43 In general
- § 59:44 Letters of intent
- § 59:45 Warranty agreements
- § 59:46 Senior management
- § 59:47 Tax considerations
- § 59:48 —Registration fees
- § 59:49 —Capital gains
- § 59:50 —Tax leverage effect
- § 59:51 Acquiring a bankrupt company
- § 59:52 Employment law
- § 59:53 —Employment contracts
- § 59:54 —Collective bargaining agreements
- § 59:55 —Mandatory and voluntary profit-sharing
- § 59:56 —Supplementary pension and providence plans (illness, disability, death)
- § 59:57 Foreign investment rules
- § 59:58 —Administrative filing
- § 59:59 —Prior authorization regime
- § 59:60 —Other declaratory measures
- § 59:61 —Penalties
- § 59:62 Merger rules

IV. JOINT VENTURES

- § 59:63 In general
- § 59:64 Contractual joint venture
- § 59:65 Nonregistered partnership
- § 59:66 Registered partnership
- § 59:67 —Incorporation
- § 59:68 —Management
- § 59:69 —Transfer of partnership interests
- § 59:70 —Voluntary liquidation
- § 59:71 Limited liability company
- § 59:72 Economic interest grouping
- § 59:73 —French EIG
- § 59:74 —European EIG

V. TAXATION

- § 59:75 Corporate income tax (CIT)
- § 59:76 —Taxable base—Territoriality and CFC rules

lxvi

§ 59:77	——Computation of taxable income
§ 59:78	—Taxation and treatment of tax losses
§ 59:79	—Minimum corporation tax (IFA)
§ 59:80	VAT
§ 59:81	Payroll taxes
§ 59:82	—Apprenticeship tax and other payroll taxes
§ 59:83	—Salary tax
§ 59:84	Other taxes on companies
§ 59:85	—Turnover tax
§ 59:86	—Business license tax (taxe professionnelle)
§ 59:87	—Registration fees on corporate transactions
§ 59:88	——Capital contributions to companies
§ 59:89	— —Winding-up of a company
§ 59:90	——Sale of shares
§ 59:91	——Sale of goodwill
§ 59:92	——Sale of real estate
§ 59:93	Taxation of individuals
§ 59:94	Withholding taxes
§ 59:95	—Dividends
§ 59:96	—Branch tax
§ 59:97	—Interest on securities and loans
§ 59:98	—Management fees and royalties
§ 59:99	—Capital gains on share
§ 59:100	Specific rules relating to real property assets—Capital
	gains on real property
§ 59:101	—3% tax on real property asset owned by foreign
	companies

VI. BANKRUPTCY

§ 59:102 In general
§ 59:103 Commencement of proceedings
§ 59:104 Professional bodies
§ 59:105 Creditors
§ 59:106 Solutions—Recovery plan
§ 59:107 —Liquidation
§ 59:108 Penalties

VII. WORKING IN FRANCE

§ 59:109	In general
§ 59:110	Employment contracts
§ 59:111	—Fixed-term contracts
§ 59:112	—Open-ended contracts
§ 59:113	—Contrat de Travail "Nouvelles Embauches" (CNE)
§ 59:114	Special employment tribunals
§ 59:115	Working conditions—Remuneration
§ 59:116	—Working time
§ 59:117	—Paid leave
§ 59:118	Employee representatives

0 50 110	
§ 59:119	-Employee delegates (délégués du personnel)
§ 59:120	—Works council (comité d'entreprise)
§ 59:121	—Group committee (comité de groupe)
§ 59:122	—Safety, hygiene, and working conditions committee
	(comité d'hygiène, de sécurité et des conditions de
\$ 50.100	travail)
§ 59:123	—Trade union representatives (délégués syndicaux)
§ 59:124 § 59:125	—European works council (comité d'entreprise européen)—Special provisions applicable in European companies
8 99.129	(sociétés européennes)
§ 59:126	Individual right of employees to vocational training
§ 59:127	Social security
§ 59:128	Expatriates in France
§ 59:129	—Employment law
§ 59:130	——Secondment
§ 59:131	— —Expatriation
§ 59:132	—Social security law—Affiliation to the French social
3 00.102	security regime
§ 59:133	—Exception: non-affiliation to the French social security
0	regime
§ 59:134	Immigration law
§ 59:135	—Citizen of an EU or EEA member state or of
	Switzerland
§ 59:136	—Foreigners from other country
§ 59:137	——Permits for non-temporary workers
§ 59:138	——Permits for temporary workers
§ 59:139	Disclosure systems within French companies
§ 59:140	Control and disclosure of the remuneration of directors of
_	French-listed companies
§ 59:141	Employees' saving schemes ("epargne salariale")—
	Mandatory profit-sharing scheme ("accord de
\$ 50.149	participation")
§ 59:142	—Voluntary profit-sharing scheme ("accord d'intéressement")
§ 59:143	—Company savings plan ("plan d'épargne d'entreprise")
8 09.140	—Company savings plan (plan d'épargne d'entréprise)
VIII. I	NTELLECTUAL PROPERTY RIGHTS
	Trademarks
§ 59:145	—Signs that may be used as trademarks
§ 59:146	—Search for prior rights
§ 59:147	—Registration
§ 59:148	Patents
§ 59:149	—Conditions for the patenting of an invention (Article L 611-1 IPC)
§ 59:150	—Filing an application for a patent
§ 59:151	—Rights and obligations of the patentee
§ 59:152	—European international patents
§ 59:153	Design—Double protection
§ 59:154	—Registration requirements

\$ 59:155 — Registration of a design \$ 59:156 Copyright \$ 59:157 Software protection \$ 59:158 Websites and domain names \$ 59:159 Company names \$ 59:160 Counterfeiting and other violations

CHAPTER 60. GERMANY

- § 60:1 Germany—Introduction
- § 60:2 Types of contracts
- § 60:3 ——Types of remedies
- § 60:4 —Choice of law
- § 60:5 —Contract principles
- § 60:6 —Contract formation
- § 60:7 —Contract interpretation
- § 60:8 —Termination agreement
- § 60:9 —Conditions
- § 60:10 —Agency and representation
- § 60:11 —Standard terms
- § 60:12 ——Incorporation
- § 60:13 ——Review
- § 60:14 —Statute of limitations
- § 60:15 —Breach of contract
- § 60:16 ——Causes
- \S 60:17 ———Delay
- § 60:18 ———Malperformance and partial performance
- § 60:19 ——Consequences
- § 60:20 — Specific performance, repair and replacement
- $\S 60:21$ ——Damages
- § 60:22 ———Mitigation
- § 60:23 ———Avoidance
- § 60:24 ——Anticipatory breach
- $\S~60:25~~$ ——Liquidated damages
- § 60:26 —Legal entities
- § 60:27 —Labor and employment law
- § 60:28 —Enforcing the contract

CHAPTER 61. GUATEMALA

- § 61:1 Contractual framework in private and consumer protection law
- § 61:2 The Contract and its requirements
- § 61:3 Contract formation
- § 61:4 Nullity of contract
- § 61:5 Breach of contract and remedies
- § 61:6 Specific contracts
- § 61:7 Companies under Guatemalan law
- § 61:8 Dispute resolution in Guatemala
- § 61:9 Court proceedings

§ 61:10 Arbitration

CHAP	ΓER 62.	HON	DURAS
UHAL	I PAIN. OZ.		

- § 62:1 Honduran legal system and generalities
- § 62:2 Legal regimes related to contracts
- § 62:3 Participants
- § 62:4 Investment sectors
- § 62:5 Forms of contracts
- § 62:6 Effects of a contract
- § 62:7 Breach of contract
- § 62:8 Competent forums for claims
- § 62:9 Other considerations
- § 62:10 Resources

CHAPTER 63. INDIA

I. INTRODUCTION

§ 63:1 Overview

II. INDIAN LEGAL SYSTEM

- § 63:2 Generally
- § 63:3 Judicial Hierarchy in India
- § 63:4 Choice of Law
- § 63:5 Enforcement of Foreign Judgments
- § 63:6 Alternative Dispute Resolution
- § 63:7 Enforcement of Foreign Awards

III. CONTRACT LAW

- § 63:8 Generally
- § 63:9 Requirements of contract
- § 63:10 Void contracts
- § 63:11 Voidable contracts
- § 63:12 Breach and remedies
- § 63:13 Compensation
- § 63:14 Specific performance under the Specific Relief Act

IV. FOREIGN INVESTMENT IN INDIA

- § 63:15 Generally
- § 63:16 Sector-specific guidelines
- § 63:17 Incorporated entities—Incorporation of a company
- § 63:18 —Director identification number, permanent account number, and digital signature certificate (dsc)
- § 63:19 —Name of the company
- § 63:20 —Charter documents (MOA and AOA)
- § 63:21 —Post-incorporation compliance obligations—Meetings
- § 63:22 ——Maintenance of registers

lxx

§ 63:23 ——Accounting reports (annual returns, balance sheets, and directors report) § 63:24 —Wholly owned subsidiary § 63:25 —Non-profit companies § 63:26 —Charitable trust § 63:27 —Partnerships § 63:28 —Joint ventures § 63:29 ——Special purpose vehicle ——Investing in an existing Indian company § 63:30 § 63:31 ——Subscription to freshly issued shares § 63:32 — —Purchase of existing shares § 63:33 Alternate business forms—Generally § 63:34 —Project office -Liaison office § 63:35 § 63:36 -Branch office § 63:37 —Strategic collaboration —Technical collaboration § 63:38 § 63:39 - Franchise arrangement § 63:40 Outsourcing to India—Generally § 63:41 -Legal considerations-Intellectual property (IP) rights § 63:42 —Legal Considerations—Confidentiality § 63:43 —Legal considerations—Assignment § 63:44 — —Choice of law § 63:45 — Return of confidential information § 63:46 — — Dispute resolution § 63:47 — Termination — —Taxation § 63:48 — Local laws § 63:49

V. INVESTMENT INCENTIVES

§ 63:50 Tax incentives—Generally § 63:51 Regional incentives—Generally § 63:52 —Special economic zones § 63:53 -Export-oriented units § 63:54 —Industrial parks —Software technology parks of India (STPI) § 63:55 § 63:56 —Trade agreements —Customs tariff § 63:57

VI. LABOR AND EMPLOYMENT LAWS

§ 63:58 Generally
§ 63:59 Code on Wages, 2019 ("Wage Code")
§ 63:60 Code on Social Security, 2020 ("Security Code")
§ 63:61 Occupational Safety, Health, and Working Conditions Code, 2020 ("Safety Code")
§ 63:62 Industrial Relations Code, 2020 ("IR Code")
§ 63:63 Employment of foreign nationals

VII. INTELLECTUAL PROPERTY AND DATE PROTECTION

§ 63:64 Generally § 63:65 Trademarks § 63:66 **Patents** § 63:67 Copyright § 63:68 Design § 63:69 Geographical indications § 63:70 Privacy and data protection in India § 63:71 Tips to minimize risk

VIII. TAXATION LAWS

- § 63:72 Generally
- § 63:73 Direct taxes—Personal income tax
- § 63:74 —Corporate tax
- § 63:75 ——Dividends
- § 63:76 —Capital Gains Tax
- § 63:77 —Withholding tax
- § 63:78 —Double taxation avoidance agreements
- § 63:79 Indirect taxes—Goods and Services Tax (GST)
- § 63:80 —Real estate tax

CHAPTER 64. IRELAND

§ 64:1 Introduction

I. CONTRACT LAW: AN OUTLINE

§ 64:2 In general

A. FORMATION

- § 64:3 In general
- § 64:4 Agreement
- § 64:5 Consideration
- § 64:6 Intention to create legal relations
- § 64:7 Formalities
- § 64:8 Defects in formation
- § 64:9 Rights of cancellation
- § 64:10 The doctrine of privity of contract

B. TERMS

- § 64:11 In general
- § 64:12 Mere representations, representations and terms
- § 64:13 Individually negotiated or standard terms
- § 64:14 Conditions, warranties, and innominate terms
- § 64:15 Express and implied terms
- § 64:16 Terms excluding or limiting liability

lxxii

- § 64:17 The parol evidence rule
 - C. DISCHARGE
- § 64:18 In general
- § 64:19 Consent
- § 64:20 Performance
- § 64:21 The Doctrine of Frustration
- § 64:22 Breach of contract

II. COMPETITION LAW

- § 64:23 In general
- § 64:24 Anti-competitive agreements and practices
- § 64:25 Monopolies and abuse of dominant position
- § 64:26 Mergers and acquisitions

III. DATA PROTECTION

§ 64:27 In general

IV. DISPUTE RESOLUTION

- § 64:28 In general
- § 64:29 Litigation
- § 64:30 Arbitration
- § 64:31 Mediation

V. FORMS OF BUSINESS ENTERPRISE

- § 64:32 In general
- § 64:33 Sole trader
- § 64:34 Partnerships
- § 64:35 Registered companies
- § 64:36 Industrial and provident societies
- § 64:37 Registration of business names

VI. INSOLVENCY

- § 64:38 In general
 - A. INITIATING THE LIQUIDATION
- § 64:39 In general
 - B. EFFECTS OF LIQUIDATION
- § 64:40 In general
- § 64:41 Shareholders
- § 64:42 Directors
- § 64:43 Contracts
- § 64:44 Litigation

§ 64:45	Company property
§ 64:46	Creditors' remedies
C.	ASSET-SWELLING MEASURES
§ 64:47	In general
§ 64:48	Examination
§ 64:49	Restitution of fraudulently disposed assets
§ 64:50	Fraudulent conveyance
§ 64:51	Unfair preference
§ 64:52	Fraudulent trading
§ 64:53	Reckless trading
D.	PROVING DEBTS AND DISTRIBUTIONS TO CREDITORS
§ 64:54	In general
E.	COURT PROTECTION AND SUPERVISED EXAMINATION OF COMPANIES
§ 64:55	In general
§ 64:56	Examinership
§ 64:57	Small Company Administrative Rescue Process (SCARP)
VII.	INTELLECTUAL PROPERTY
§ 64:58	In general
§ 64:59	Patents
§ 64:60	Trademarks
§ 64:61	Copyright and related rights (database rights, moral rights, and performer's rights)
VIII.	MONEY LAUNDERING OBLIGATIONS
§ 64:62	In general

IX. PROMPT PAYMENT OBLIGATIONS

§ 64:63 In general

X. STOCK EXCHANGE

§ 64:64 In general

XI. TAXATION AND DUTY TO ACCOUNT

 $\S~64:65$ In general

CHAPTER 65. ISRAEL

§ 65:1 In general

§ 65:2 Source and nature of Israeli law

lxxiv

TABLE OF	CONTENTS
§ 65:3	Governing law and arbitration—Choice of law
§ 65:4	—International sales
§ 65:5	Court jurisdiction and enforcement of foreign judgments
§ 65:6	Choice of forum
§ 65:7	Arbitration
§ 65:8	Contract principles—Freedom of contract
§ 65:9	—Good faith
§ 65:10	—Contract formation
§ 65:11	—Offer
§ 65:12	—Acceptance
§ 65:13	—Definiteness
§ 65:14	—Intention
§ 65:15	—Form
§ 65:16	—Interpretation of contract
§ 65:17	—Estoppel and reliance
§ 65:18	—Delay, justifiable postponement
§ 65:19	—Force majeure
§ 65:20	-Warranties
§ 65:21	—Remedies for breach of contract
§ 65:22	——Specific performance
§ 65:23	——Damages
§ 65:24	——Rescinding the contract
§ 65:25	——Penal provisions and liquidated damages
§ 65:26	——Special remedies: sale of goods
§ 65:27	—Unjust enrichment, quasi-contractual, and other
	remedies for breach of contract
§ 65:28	— —Unjust enrichment
§ 65:29	——Tort law
§ 65:30	——Commercial torts
§ 65:31	——Product liability
§ 65:32	Unlawful limitation of liability and protection of the
	weaker party
§ 65:33	Contracts of adhesion (standard contracts)
§ 65:34	Prescription law
§ 65:35	Set-off
§ 65:36	Retention of title and credit on the purchase of a commodity
§ 65:37	Government contracts
§ 65:38	Business forms
§ 65:39	—Branch or subsidiary
§ 65:40	—Partnership
§ 65:41	—Distributorships
§65:42	—Sales representation
§ 65:43	—Franchise
§ 65:44	Foreign investment
§ 65:45	Currency control
§ 65:46	Taxation
§ 65:47	—Income tax
§ 65:48	—Corporate tax

- —Capital gains tax § 65:49 § 65:50 -Value added tax § 65:51 —Estate and property taxes § 65:52 —Foreign residents § 65:53 —Benefits to new immigrants and returning residents § 65:54 —Taxation of Controlled Foreign Corporation (CFC) § 65:55 —Treaties for the avoidance of double taxation CHAPTER 66. ITALY § 66:1 Sources of law § 66:2 Sources of contract law § 66:3 Case law § 66:4 The Judiciary § 66:5 Governing law and jurisdiction § 66:6 —Choice of law for contractual obligations § 66:7 —Choice of forum Arbitration—International conventions § 66:8 —Domestic law on arbitration § 66:9 § 66:10 — —Freedom to submit disputes to arbitration --- Arbitration agreement § 66:11 § 66:12 — —Number of the arbitrators ——Seat of the arbitration § 66:13
- § 66:17 -Enforcement of foreign arbitral awards

§ 66:14 § 66:15

§ 66:16

§ 66:18 Contract principles

— —Procedural rules

— Arbitration award

§ 66:19 —Contract formation

——Appeals

- § 66:20 —Defects of formation
- § 66:21 —Remedies for contract breach, impossibility of performance, or commercial impracticability
- § 66:22 — —Breach of contract
- § 66:23 — —Termination of contracts for cause
- § 66:24 —Remedies for breach of contract—Damages
- § 66:25 —Remedies for contract breach, impossibility of performance, or commercial impracticability—Penalty
- ——Specific performance § 66:26
- § 66:27 ——Delayed performance
- § 66:28 ——Impossibility (Force majeure)
- § 66:29 — Excessively onerous contract due to extraordinary events (commercial impracticability)
- § 66:30 —Contracts with consumers
- § 66:31 -Warranties
- § 66:32 — —Warranty of good title
- --- Warranty against defects, warranty against lack of § 66:33 essential qualities, "aliud pro alio."
- § 66:34 —Limitation of liability
- § 66:35 —Late payments in commercial transactions

lxxvi

§ 66:36	Principal business forms
§ 66:37	—"Società per Azioni"
§ 66:38	——Shareholders' meetings
§ 66:39	——Administrative body
§ 66:40	—"Società a responsabilità limitata"
§ 66:41	—"Societas Europaea"
§ 66:42	—Groups of companies
§ 66:43	— —Liability of the co-coordinating company
§ 66:44	
§ 66:45	
§ 66:46	e
3 00110	shareholders
§ 66:47	—Joint ventures
§ 66:48	
§ 66:49	1 0
§ 66:50	
§ 66:51	
§ 66:52	
§ 66:53	
§ 66:54	•
§ 66:55	
§ 66:56	· =
§ 66:57	——Contribution in kind of on-going concern, shares, or
\$ 00.07	quotas
§ 66:58	——Mergers, demergers, or spin-offs
§ 66:59	Main business contracts—Franchising agreements
§ 66:60	—Agency agreements
§ 66:61	—Distribution agreements
§ 66:62	—Sub-supply agreements
§ 66:63	Antitrust or competition law
§ 66:64	Restrictive practices
§ 66:65	—Abuse of dominant position
§ 66:66	—Concentrations
-	—Anti competitive behavior
§ 66:67	•
§ 66:68	Taxation
§ 66:69	—Personal and corporate income taxes — —Individual income tax
§ 66:70	
§ 66:71	— — Corporate income tax
§ 66:72	———IRES
§ 66:73	———IRAP
§ 66:74	———Income determination for IRES purposes
§ 66:75	—Value added tax
§ 66:76	—Registration tax
§ 66:77	—Tax treaties
§ 66:78	—Taxation of M&A transactions
§ 66:79	Exchange controls
§ 66:80	Enforcement of foreign judgments in Italy
§ 66:81	—Requirements for the recognition of foreign judgments
	under Law 218/95

§ 66:82	—Procedure for the enforcement of foreign judgments
§ 66:83	—Judgments issued within the European Union and
	principles of judicial cooperation
§ 66:84	—When it is advisable to commence a lawsuit in Italy
§ 66:85	Debt collection—Fast track proceedings—Italian and
	European law directly applicable in Italy—Decreto
	Ingiuntivo
§ 66:86	—Fast track proceedings ex article 702-bis of the code of
	civil procedure
§ 66:87	—Summary judgments—EC Regulation n. 1896/2006
§ 66:88	—Attachment and interim reliefs
§ 66:89	Bankruptcy legislation
§ 66:90	Crisis and Insolvency Code
§ 66:91	Judicial Liquidation ("Liquidazione giudiziale")
§ 66:92	Bankruptcy legislation—Bankruptcy ("fallimento")—
0.00.00	Petition
§ 66:93	—Judicial Liquidation ("liquidazione giudiziale")—
8 00.04	Opening Produced to ("C. Ilimonto") Prodiction and attition
§ 66:94	—Bankruptcy ("fallimento")—Preliminary activities
§ 66:95	 — Ascertainment of the bankruptcy liabilities and liquidation of assets
§ 66:96	——Conclusion of the bankruptcy procedure
§ 66:97	——Redemption of the residual debts ("esdebitazione")
§ 66:98	—The pre-liquidation procedure, composition with
8 00.90	creditors ("concordato preventivo")
§ 66:99	—Settlement with creditors with reserve ("Concordato
	Preventivo")
§ 66:100	—The Debt restructuring agreement ("Accordo di
	Ristrutturazione")
§ 66:101	—Extraordinary insolvency proceedings
§ 66:102	Intellectual property
§ 66:103	Industrial intellectual property—Trademarks—Signs
	capable of being registered as trademarks
§ 66:104	——Content of trademark rights
§ 66:105	—Patents
§ 66:106	——Request of a patent
§ 66:107	——Content of patent rights
§ 66:108	——Geographical indications and denominations of
0.00.100	origin
§ 66:109	——Designs and models
§ 66:110	——Models of use
§ 66:111	—Confidential business information and trade secrets
§ 66:112	Real estate—Commercial leases
§ 66:113	—Real estate acquisitions
§ 66:114	—Taxation on acquisition of real estate
§ 66:115	—Local taxes on real estate properties (IMU)
§ 66:116	—Real estate finance and secured mortgages
§ 66:117	Insurance operations in Italy
§ 66:118	—Prior authorization to perform insurance activities in
	Italy for Italian companies

§ 66:119	—Performance of insurance activities in Italy by EU
§ 66:120	companies —Performance of insurance activities in Italy by non-EU
ŭ	companies
§ 66:121	Securities regulations—Consolidated law on finance
§ 66:122	—Financial intermediaries, investment services,
	collective portfolio management
§ 66:123	—Regulated markets
§ 66:124	—Issuers
§ 66:125	Public takeovers and tender offers in Italy—Main
	scenarios
§ 66:126	—Rules governing public tender offers
§ 66:127	—Market abuse, insider dealing, market manipulation
§ 66:128	— — Disclosure of inside information, insider dealing
	practices, register of insiders
§ 66:129	 — Abuse of inside information and market
	manipulation
§ 66:130	——CONSOB's powers
§ 66:131	Privacy issues and personal data protection—Data
0.00.100	protection code
§ 66:132	—Data processing
§ 66:133	—Information to data owners
§ 66:134	——Consent
СНАР	TER 67. JAPAN
CHAI	TER 01. JAPAN
§ 67:1	The source and nature of Japanese law
§ 67:1 § 67:2	The source and nature of Japanese law Contract principles—Governing law
\$ 67:1 \$ 67:2 \$ 67:3	The source and nature of Japanese law Contract principles—Governing law —Arbitration
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts
§ 67:1 § 67:2 § 67:3 § 67:4 § 67:5	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17 \$ 67:18 \$ 67:19	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan —Foreign Exchange and Foreign Trade Act
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17 \$ 67:18 \$ 67:19 \$ 67:20	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan —Foreign Exchange and Foreign Trade Act —Appointment of a local distributor
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17 \$ 67:18 \$ 67:19 \$ 67:20 \$ 67:21	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan —Foreign Exchange and Foreign Trade Act —Appointment of a local distributor —Setting up a representative office
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17 \$ 67:18 \$ 67:19 \$ 67:20 \$ 67:21 \$ 67:22	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan —Foreign Exchange and Foreign Trade Act —Appointment of a local distributor —Setting up a representative office —Establishing a Japanese corporation
\$ 67:1 \$ 67:2 \$ 67:3 \$ 67:4 \$ 67:5 \$ 67:6 \$ 67:7 \$ 67:8 \$ 67:9 \$ 67:10 \$ 67:11 \$ 67:12 \$ 67:13 \$ 67:14 \$ 67:15 \$ 67:16 \$ 67:17 \$ 67:18 \$ 67:19 \$ 67:20 \$ 67:21	The source and nature of Japanese law Contract principles—Governing law —Arbitration —Type of contracts —Delay, excusable delays, force majeure —Damages —Liquidated damages and penalty clauses —Warranties, remedies, and burden of proof —Statute of limitations, prescription period —Contractual liabilities and warranties —Limitation of liability —Exclusion of consequential damages Government authorization—Currency controls —Other approvals Taxation —Tax treaty —Proper structuring of export transactions Structuring a presence in Japan —Foreign Exchange and Foreign Trade Act —Appointment of a local distributor —Setting up a representative office

- § 67:25 —Acquisition of shares in an existing company
- § 67:26 —Other laws and regulations
- § 67:27 —Establishing a branch office in Japan
- § 67:28 —Registration in general
- § 67:29 —Licensing agreements
- § 67:30 Trade regulation
- § 67:31 Protection of personal information

CHAPTER 68. THE HASHEMITE KINGDOM OF JORDAN

- § 68:1 General background
- § 68:2 Courts
- § 68:3 General Law: civil
- § 68:4 Governing law—Choice of law
- § 68:5 —Jurisdiction
- § 68:6 Arbitration
- § 68:7 Contracts
- § 68:8 Warranties
- § 68:9 Remedies
- § 68:10 Statute of limitations
- § 68:11 Sale of goods contracts
- § 68:12 Doing business in Jordan
- § 68:13 —Foreign companies that operate in Jordan
- \S 68:14 —Foreign companies that do not operate in Jordan
- § 68:15 —Investment Environment Law
- § 68:16 —Commercial Agencies Law
- § 68:17 —Taxation
- § 68:18 —Labor and social security laws
- § 68:19 —Banking and foreign exchange laws
- § 68:20 —Free trade (zones and agreements)
- § 68:21 —Intellectual property
- § 68:22 Public-Private Partnerships (PPPs)
- § 68:23 Data protection and digital transformation
- § 68:24 Emerging sectors—Fintech and innovation

CHAPTER 69. KOREA

- § 69:1 Source and nature of Korean law
- § 69:2 Governing law and jurisdiction—Choice of law
- § 69:3 —Jurisdiction
- § 69:4 Arbitration
- § 69:5 —Arbitration in foreign countries
- § 69:6 Government authorization—Foreign exchange
- § 69:7 —Foreign investment
- § 69:8 —Others
- § 69:9 Public procurement
- § 69:10 Intellectual property
- § 69:11 —Patent right, utility model right, design right, trademark right

§ 70:17

§ 70:18

Foreign investment

Government procurement

§ 69:12	—Copyright
§ 69:13	—Trade secrets and well-known marks
§ 69:14	Contract principles—Freedom of contract
§ 69:15	—Remedies for breach of contract
§ 69:16	—Statutory rights and remedies available to purchaser of
	defective goods
§ 69:17	—Product liability
§ 69:18	—Damages in general
§ 69:19	—Limitation of liability
§ 69:20	Business forms in Korea
§ 69:21	—Characteristics of joint stock company, limited liability company, branch office
§ 69:22	—Governmental reporting requirements
§ 69:23	—Establishment procedures
§ 69:24	Taxation
§ 69:25	—Permanent establishment
§ 69:26	—Withholding tax
§ 69:27	—Value-added tax
§ 69:28	—Pass-through vehicle, transfer price, thin capitalization
§ 69:29	Labor law
§ 69:30	—Outsourcing, dispatching
§ 69:31	Competition, antitrust law
§ 69:32	—Prohibition on abuse of market dominance
§ 69:33	—Restriction on business combination that restrains
6 60 04	competition
§ 69:34	—Restriction on cartel
§ 69:35	—Restriction on unfair trade practices
§ 69:36	Resources
CHAI	PTER 70. KUWAIT
§ 70:1	General background
§ 70:2	Courts and litigation
§ 70:3	Governing law—Choice of law
§ 70:4	Arbitration
§ 70:5	—Enforcement of Foreign Judgements
§ 70:6	Contracts
§ 70:7	—Warranties
§ 70:8	—Damages
§ 70:9	—Limitation of liability
§ 70:10	Entering the Kuwaiti market
§ 70:11	—Establishing a Kuwaiti company
§ 70:12	——Limited liability company ("WLL")
§ 70:13	——Closed joint stock company ("KSC Closed")
§ 70:14	——Public joint stock company
§ 70:15	— — Joint venture agreement
§ 70:16	—Commercial agency

- § 70:19 -Kuwait offset program § 70:20 —Disclosure requirements § 70:21 Anti-corruption laws § 70:22 Free trade zone § 70:23 Taxation § 70:24 Labor law

CHAPTER 71. LATVIA

§ 71:1 Preface § 71:2 -Politics § 71:3 -Economics § 71:4 —Population § 71:5 Company law § 71:6 —Forms of business entities § 71:7 -Public limited liability companies and private limited liability companies § 71:8 — Foundation of a public and private limited liability company § 71:9 ——Share capital and shares — — Management of the company § 71:10 § 71:11 ———Management board ———General meeting § 71:12 ———Supervisory board § 71:13 § 71:14 — Public and private limited liability companies in comparison § 71:15 —Branch offices, representative offices —The commercial register, notaries public, licensed areas § 71:16 of business § 71:17 Mergers and acquisitions § 71:18 —Types of acquisitions § 71:19 —Acquisition of shares § 71:20 --Form § 71:21 — —Transfer of title § 71:22 — —Pre-emptive rights § 71:23 —Acquisition of assets § 71:24 --Form § 71:25 — —Transfer of title — — Transfer of Liabilities § 71:26 § 71:27 —Comparison of share and asset acquisitions § 71:28 Competition law—Applicability of the EU competition rules in Latvia § 71:29 —Anticompetitive agreements and related practices § 71:30 -Exemptions § 71:31 —De minimis rule § 71:32 —Leniency regime for cartel whistle-blowers § 71:33 —Abuse of a dominant position § 71:34 -Merger control § 71:35 — —Thresholds

§ 71:36

-- Notification

§ 71:37 —Joint ventures § 71:38 —Unfair competition § 71:39 —Sanctions—Civil law sanctions § 71:40 ——Administrative and criminal law sanctions § 71:41 **Taxation** § 71:42 —Corporate income tax, taxation of profits received by resident companies and permanent establishments § 71:43 —Taxation of profits received by non-resident companies § 71:44 — — Dividends — Interest § 71:45 § 71:46 — — Offshore transactions § 71:47 — Taxation of subsidiaries vs. taxation of branches § 71:48 —Personal income tax -Value added tax § 71:49 § 71:50 ——Taxable person § 71:51 — — Taxable supply, VAT rates § 71:52 — —VAT Register § 71:53 — —Intra-Community supply and acquisition of goods, import and export procedures § 71:54 — —VAT deduction and VAT refund — — Payment of VAT § 71:55 § 71:56 ——Taxable period and VAT returns § 71:57 Real estate —Title to real estate, land books § 71:58 § 71:59 -Acquisition of real estate § 71:60 — — Change of ownership § 71:61 — Form of agreements § 71:62 — —Language requirements § 71:63 — — Due diligence § 71:64 ——Rights of first refusal § 71:65 — Typical purchase price payment arrangements § 71:66 ——Related costs § 71:67 — Taxation § 71:68 --- Restrictions § 71:69 — — Non-European-Union citizens and legal entities § 71:70 ———European Union citizens and legal entities § 71:71 -Encumbrances § 71:72 -Property management § 71:73 —Lease agreements § 71:74 ——Duration and expiration of lease agreement § 71:75 — Lease payment and accessory expenses § 71:76 -Planning of construction of buildings § 71:77 — —Construction § 71:78 Resources

CHAPTER 72. LEBANON

- § 72:1 In general § 72:2 Sources of law

§ 72:3 —Jurisprudence § 72:4 —Custom § 72:5 Choice of law Court jurisdiction § 72:6 § 72:7 Arbitration § 72:8 Forms of contracts § 72:9 Rules applicable to contracts § 72:10 Trade rules and incorporation § 72:11 —Limited liability Partnerships § 72:12 ——Capital § 72:13 ——Partners § 72:14 — Legal obligations of a limited liability Partnership —Limited Liability companies § 72:15 § 72:16 —Limited Liability Companies—Capital and securities § 72:17 ——Shareholders § 72:18 —Limited liability companies—Legal obligations of a limited liability company § 72:19 —Holding companies § 72:20 ——Capital § 72:21 ——Management and meetings § 72:22 ——Legal obligations of a holding company § 72:23 —Offshore companies § 72:24 ——Capital -- Management§ 72:25 § 72:26 ——Legal obligations of an offshore company § 72:27 —Branch of a foreign company § 72:28 — — Obligations of a branch of a foreign company § 72:29 — Required documents § 72:30 —Representative Office of a foreign company § 72:31 — Obligations of a Representative Office of a foreign company § 72:32 — Required documents § 72:33 Commercial representation § 72:34 **Taxation** § 72:35 —Income tax on profits from noncommercial, commercial, and industrial business § 72:36 — —Tax exemptions § 72:37 —Tax on income from invested capital § 72:38 —Tax on salaries, wages, and pensions § 72:39 ——Registers and declarations § 72:40 —Value added tax § 72:41 Foreign direct investment § 72:42 —The package deal and other investment incentives

CHAPTER 73. THE REPUBLIC OF LITHUANIA

- § 73:1 Preface
- § 73:2 —State structure
- § 73:3 —Courts, arbitration courts

lxxxiv

§ 73:4	—Legal reform programme
§ 73:5	—International economic treaties
§ 73:6	—Investment climate and foreign investor associations
§ 73:7	—Culture
§ 73:8	Company law
§ 73:9	Preface—Forms of business entities
§ 73:10	—Public and private limited liability companies
§ 73:11	—Incorporation of a company
§ 73:12	—Share capital and shares
§ 73:13	—Management of the company
§ 73:14	—General meeting
§ 73:15	—Supervisory board
§ 73:16	—Management Board
§ 73:17	—Managing director
§ 73:18	—Right of representation
§ 73:19	—Public and private limited liability companies compared
§ 73:20	—Branch offices and representative offices
§ 73:21	—Commercial register, notaries public, licensed areas of
, · · · · <u>-</u> ·	business
§ 73:22	—Mergers and acquisition
§ 73:23	—Types of acquisitions
§ 73:24	—Acquisition of shares
§ 73:25	—Form
§ 73:26	—Transfer of title
§ 73:27	—Pre-emption rights
§ 73:28	—Acquisition of assets
§ 73:29	—Form
§ 73:30	—Transfer of title
§ 73:31	—Transfer of liabilities
§ 73:32	—Transfer of employees
§ 73:33	—Share and asset acquisitions compared
§ 73:34	Competition law—Applicability of EC competition rules
§ 73:35	—Prohibited agreements
§ 73:36	—Exemptions
§ 73:37	—The de minimis rule
§ 73:38	—Hardcore restrictions
§ 73:39	—Concentration control
§ 73:40	—Thresholds
§ 73:41	—Notification
§ 73:42	—Joint ventures
§ 73:43	—Taxation
§ 73:44	—Income taxation
§ 73:45	—Taxation of resident legal persons, tax payers, tax base,
5	tax rates
§ 73:46	—Deductions
§ 73:47	—Transfer pricing and related party transactions
§ 73:48	—Thin capitalization rules
§ 73:49	—Dividends
§ 73:50	—Personal Income tax of residents

§ 73:51	—Income tax liability of nonresident natural persons
§ 73:52	—Controlled foreign company legislation
§ 73:53	—Taxation of permanent establishment of nonresident
Ü	legal person
§ 73:54	—VAT
§ 73:55	—Taxable persons and taxable persons with limited
	liability
§ 73:56	—Voluntary registration
§ 73:57	—Taxable persons with limited liability
§ 73:58	—Payment
§ 73:59	—Calculation and payment on behalf of the seller of goods/
9	supplier of services
§ 73:60	—Supply
§ 73:61	—Domestic sales, intra-community supply and acquisition
9	of goods
§ 73:62	—Intra-EU import and export procedures
§ 73:63	—Telesales rules
§ 73:64	—Obligation to calculate and pay on behalf of the
	purchaser
§ 73:65	—Refund of input tax
§ 73:66	—Declaration and report on intra-EU supply of goods
§ 73:67	—Real estate
§ 73:68	—Title, register
§ 73:69	—Buildings and land plots
§ 73:70	—Change of ownership
§ 73:71	—Form of agreements
§ 73:72	—Language requirements
§ 73:73	—Due diligence
§ 73:74	—Pre-emption rights and other limitations
§ 73:75	—Typical protocol
§ 73:76	—Related costs
§ 73:77	—Taxation
§ 73:78	—Restricted persons
§ 73:79	-Encumbrances-Mortgage
§ 73:80	—Property management
§ 73:81	—Rental agreements
§ 73:82	—Duration and expiry of rent agreement
§ 73:83	—Rent payment and ancillary expenses
§ 73:84	—Planning requirements
§ 73:85	—Construction
§ 73:86	—Principal Resources
3 .0.00	I IIII I PAI I VODO AI O CO

Volume 3

CHAPTER 74. MEXICO

- § 74:1 In General
- § 74:2 Foreign Investment
- § 74:3 Foreign investment—Foreign investment restrictions

lxxxvi

§ 74:4	——Strategic areas reserved to the state
§ 74:5	——Economic activities reserved to Mexicans
§ 74:6	— —Limited participations to foreign investment
§ 74:7	——Participation in excess of 49% requiring authorization
§ 74:8	—CPOs and Series N shares
§ 74:9	——Neutral investment trusts
§ 74:10	——Neutral investment shares
§ 74:11	Incorporation of Mexican companies
§ 74:12	—Different types of companies
§ 74:13	— — Sociedades Anónimas (SA)
§ 74:14	— — Sociedades de Responsabilidad Limitada (SRL)
§ 74:15	—Incorporation process
§ 74:16	—Post-incorporation requirements
§ 74:17	Laws on agency
§ 74:18	—Permanent establishment
§ 74:19	—Branches
§ 74:20	—representative offices
§ 74:21	—Power of attorneys
§ 74:22	——Lawsuits and collections
§ 74:23	—Power-of-attorneys—Acts of administration
§ 74:24	—Power of attorneys—Acts of ownership
§ 74:25	
§ 74:26	——Acts of administration in labor matters
§ 74:27	— —To grant and revoke power of attorneys
§ 74:28	Mergers and acquisitions
§ 74:29	—Forms of transactions
§ 74:30	—Transaction costs
§ 74:31	—Capital gain taxes; value added taxes
§ 74:32	—Transfer of permits
§ 74:33	—Avoidance of liabilities
§ 74:34	—Equity acquisitions
§ 74:35	—Mergers
§ 74:36	—Approvals and disclosure
§ 74:37	Foreign lending and security devices
§ 74:38	—Licensing issues
§ 74:39	—Choice of law and submission to jurisdiction
§ 74:40	—Important foreign lender aspects of cross-border lending
§ 74:41	—Withholding taxes
§ 74:42	—Security devices
§ 74:43	— —Land, buildings
§ 74:44	Infrastructure and Real Estate (FIBRAs)
§ 74:45	Foreign lending and security devices—Security devices—
	Other tangible assets
§ 74:46	——Securities and cash
§ 74:47	—Due diligence
§ 74:48	—Usury laws
§ 74:49	—Insolvency law
§ 74:50	Acquisition and lease of real estate
-	-

§ 74:51	—Acquisition of real estate
§ 74:52	——Parties to real estate acquisition
§ 74:53	—Lease of real estate
§ 74:54	——Obligations of lessor
§ 74:55	— — Obligations of lessee
§ 74:56	— — Other general provisions
§ 74:57	Taxation
§ 74:58	—Federal Tax Code
§ 74:59	—Income Tax Law
§ 74:60	—Flat Rate Business Tax Law
§ 74:61	—Value added tax law
§ 74:62	Courts, jurisdiction, arbitration—Court structure
§ 74:63	—Choice of law and jurisdiction
§ 74:64	—Arbitration
§ 74:65	Special aspects for investors and businesses from NAFTA
	countries
	Public procurement
§ 74:67	Relevant law sources
§ 74:68	Awarding contracts
§ 74:69	Foreign participation
§ 74:70	Usual guarantees and insurance requirements—
	Guarantees
§ 74:71	Insurance
§ 74:72	Other typical contractual obligations
§ 74:73	PEMEX's new contracting framework
§ 74:74	Public private partnerships
§ 74:75	Corruption in public procurement
§ 74:76	Private data protection
-	-

CHAPTER 75. NAMIBIA

I. INTRODUCTION

- § 75:1 Sources and nature of Namibian Law
- § 75:2 Choice of law

II. GENERAL PRINCIPLES OF CONTRACT

§ 75:3 Introduction § 75:4 The parties to a contract and privity of contract § 75:5 Requirements for a valid contract § 75:6 —Consensus § 75:7 —Capacity —Possibility of performance § 75:8 § 75:9 —Lawful Cause § 75:10 —Formalities Void and voidable contracts § 75:11 § 75:12 Operation of the contract § 75:13 -Kinds of terms

lxxxviii

- § 75:14 —Special terms
- § 75:15 Operation of the contact—Interpretation of contracts
- § 75:16 Breach of contract
- § 75:17 —Forms of breach
- § 75:18 —Remedies
- § 75:19 Transfer of rights and obligations
- § 75:20 Termination of contractual obligations
- § 75:21 —Performance
- § 75:22 —Release
- § 75:23 —Novation
- § 75:24 —Compromise
- § 75:25 —Supervening impossibility
- § 75:26 —Merger
- § 75:27 —Set-off
- § 75:28 —Prescription

III. SPECIFIC TYPES OF CONTRACT

- § 75:29 Sale and purchase
- § 75:30 Lease
- § 75:31 Donation
- § 75:32 Loan
- § 75:33 Agency
- § 75:34 Deposit

IV. SECURITY

A. REAL SECURITY

- § 75:35 Mortgage
- § 75:36 Notarial bond
- § 75:37 Pledge
- § 75:38 Lien
- § 75:39 Tacit hypothec

B. PERSONAL SECURITY

- § 75:40 Cession
- § 75:41 Surety
- § 75:42 Guarantee

V. TAXATION

- § 75:43 Income tax
- § 75:44 Value-added Tax
- § 75:45 Stamp duties
- § 75:46 Customs and Excise

VI. STRUCTURING OF TRANSACTION

A. TYPES OF BUSINESS ENTITIES

§ 75:47 The sole proprietorship

§ 75:48 § 75:49 § 75:50 § 75:51	
В.	OTHER CONSIDERATIONS
§ 75:52 § 75:53 § 75:54	Foreign investment in Namibia Regulation of Competition Exchange Control
VII.	GOVERNMENT AUTHORIZATIONS
§ 75:55	In general
VIII.	EMPLOYMENT
\$ 75:56 \$ 75:57 \$ 75:58 \$ 75:59 \$ 75:60 \$ 75:61 \$ 75:62	Application of the Labour Act Basic conditions of employment Unfair discrimination
IX. C	OMMERCIAL DISPUTE RESOLUTION
§ 75:63 § 75:64	The legal system for dispute resolution Alternative dispute resolution
CHAI	PTER 76. THE NETHERLANDS
\$ 76:1 \$ 76:2 \$ 76:3 \$ 76:4 \$ 76:5 \$ 76:6 \$ 76:7	Sources and characteristics of Dutch contract law Dutch private international law—Applicable law —Choice of forum Arbitration—Domestic arbitration —International arbitration Contract principles Forms of contracts—Types of contracts
§ 76:8 § 76:9 § 76:10	—Statutory law; mandatory rules —Language —Letters of intent; heads of agreement; "subject to"
\$ 76:11 \$ 76:12 \$ 76:13 \$ 76:14 \$ 76:15	contract clauses The validity of contracts—Requirements —Conditions precedent and conditions subsequent —No requirement of "consideration" EU and Dutch competition law Performance of contracts—Excuses from performance Force majeure
§ 76:16 § 76:17	— Right to suspend performance— Rebus sic stantibus

§ 76:18	— — Unbearable hardship
§ 76:19	-Non-performance; default notification requirements
§ 76:20	Remedies—General
§ 76:21	—Specific performance claims
§ 76:22	—Damages claims
§ 76:23	—Rescission of contracts
§ 76:24	—Claims based on tort law
§ 76:25	Special aspects of Dutch contract law—Principles of
	reasonableness and equity
§ 76:26	Remedies—Creditors' fraud
§ 76:27	—Effect of bankruptcy on contracts
§ 76:28	—Exclusion of liability clauses
§ 76:29	—Penalty clauses
§ 76:30	—Assignments
§ 76:31	—Contracting with the government

CHAPTER 77. THE SULTANATE OF OMAN

- § 77:1 General background
- § 77:2 Court system
- § 77:3 —Choice of forum
- § 77:4 Arbitration
- § 77:5 Choice of law
- § 77:6 Enforcement of foreign judgments and arbitral awards
- § 77:7 Contracts
- § 77:8 Entering the Omani market
- § 77:9 —Forms of entry
- § 77:10 —Omani commercial companies
- § 77:11 ——Limited liability companies (LLC)
- § 77:12 Joint stock companies
- § 77:13 —Joint ventures
- § 77:14 —Commercial agencies
- § 77:15 Types of commercial agencies
- § 77:16 Public sector procurement
- § 77:17 Industrial projects
- § 77:18 Taxation
- § 77:19 —Withholding tax

CHAPTER 78. PERU

- § 78:1 Source and nature of Peruvian law
- § 78:2 Peruvian economic regime
- § 78:3 Governing law and jurisdiction—Choice of law
- § 78:4 —Court jurisdiction
- § 78:5 Arbitration
- § 78:6 Contract principles
- § 78:7 —Freedom of contract
- § 78:8 —Duty of good faith
- § 78:9 —Damages
- § 78:10 —Law of limitation

\$ 78:11 — Delays \$ 78:12 — Force majeure \$ 78:13 — Unforeseeable events, action of excessive onerousness of the obligation \$ 78:14 — Unjust enrichment \$ 78:15 — Penalty clauses \$ 78:16 Taxation—International agreements \$ 78:17 — Income tax \$ 78:18 — Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 — Foreign investment guarantee \$ 78:21 — Legal stability agreements \$ 78:22 Resources **CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 — Arbitration \$ 79:4 Jurisdiction \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 — Delay, debtor's liability \$ 79:7 — Contractual penalties \$ 79:9 — — Physical defects \$ 79:10 — — Legal defects \$ 79:11 — Other contractual or quasi-contractual remedies \$ 79:12 — Adhesion contracts \$ 79:13 — Limitation periods \$ 79:14 — Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 — Value Added Tax (VAT) \$ 79:21 — Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 — Source rules for principal types of income \$ 79:24 — Representation of companies \$ 79:25 — — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 — Trade regulation foreign trade \$ 79:29 — Distributorship agreements \$ 79:29 — Trade regulation foreign trade	0 70 11	D 1
\$ 78:13 —Unforeseable events, action of excessive onerousness of the obligation \$ 78:14 —Unjust enrichment \$ 78:15 —Penalty clauses \$ 78:16 Taxation—International agreements \$ 78:17 —Income tax \$ 78:18 —Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ Resources **CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	· ·
the obligation \$ 78:14 —Unjust enrichment \$ 78:15 —Penalty clauses \$ 78:16 Taxation—International agreements \$ 78:17 —Income tax \$ 78:18 —Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:9 — Physical defects \$ 79:10 —Legal defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 —Representation of companies \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:29 —Distributorship agreements	-	
\$ 78:14 —Unjust enrichment \$ 78:15 —Penalty clauses \$ 78:16 Taxation—International agreements \$ 78:17 —Income tax \$ 78:18 —Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources **CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 —Other specific forms of securing claims \$ 79:18 —Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 —Corporate Income Tax (CIT) \$ 79:20 —Standard types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	§ 78:13	
\$ 78:15 — Penalty clauses \$ 78:16 Taxation—International agreements \$ 78:17 — Income tax \$ 78:18 — Tax and legal stability agreements \$ 78:19 — General guarantee to investments in Peru \$ 78:20 — Foreign investment guarantee \$ 78:21 — Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 — Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 — Delay, debtor's liability \$ 79:7 — Contractual penalties \$ 79:8 — Warranties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 — Other contractual or quasi-contractual remedies \$ 79:12 — Adhesion contracts \$ 79:13 — Standard types of securities \$ 79:14 — Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 — Value Added Tax (VAT) \$ 79:20 — Value Added Tax (VAT) \$ 79:21 — Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 — Source rules for principal types of income \$ 79:24 — Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 — Agency \$ 79:29 — Distributorship agreements	\$ 70.14	
\$ 78:16 Taxation—International agreements \$ 78:17 —Income tax \$ 78:18 —Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Standard types of securities \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Specific rules of representation \$ 79:24 —Representation of companies \$ 79:25 —Specific rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		· ·
\$ 78:17 —Income tax \$ 78:18 —Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources **CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:29 —Distributorship agreements	-	
\$ 78:18 — Tax and legal stability agreements \$ 78:19 General guarantee to investments in Peru \$ 78:20 — Foreign investment guarantee \$ 78:21 — Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 — Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 — Delay, debtor's liability \$ 79:7 — Contractual penalties \$ 79:8 — Warranties \$ 79:9 — — Physical defects \$ 79:10 — Legal defects \$ 79:11 — Other contractual or quasi-contractual remedies \$ 79:12 — Adhesion contracts \$ 79:13 — Limitation periods \$ 79:14 — Collaterals \$ 79:15 — — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 — Value Added Tax (VAT) \$ 79:21 — Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 — Source rules for principal types of income \$ 79:24 — Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 — Agency \$ 79:29 — Distributorship agreements	-	
\$ 78:19 General guarantee to investments in Peru \$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		
\$ 78:20 —Foreign investment guarantee \$ 78:21 —Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		
\$ 78:21 — Legal stability agreements \$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 — Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 — Delay, debtor's liability \$ 79:7 — Contractual penalties \$ 79:8 — Warranties \$ 79:9 — — Physical defects \$ 79:10 — Legal defects \$ 79:11 — Other contractual or quasi-contractual remedies \$ 79:12 — Adhesion contracts \$ 79:13 — Limitation periods \$ 79:14 — Collaterals \$ 79:15 — — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 — Value Added Tax (VAT) \$ 79:21 — Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 — Source rules for principal types of income \$ 79:24 — Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 — Agency \$ 79:29 — Distributorship agreements		•
\$ 78:22 Resources CHAPTER 79. POLAND \$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	· · · · · · · · · · · · · · · · · · ·
CHAPTER 79. POLAND § 79:1 Source and nature of Polish law § 79:2 Governing law and arbitration—Choice of law § 79:3 —Arbitration § 79:4 Jurisdiction § 79:5 Contract principles—Types of contracts § 79:6 —Delay, debtor's liability § 79:7 —Contractual penalties § 79:8 —Warranties § 79:9 —Physical defects § 79:10 —Legal defects § 79:11 —Other contractual or quasi-contractual remedies § 79:12 —Adhesion contracts § 79:13 —Limitation periods § 79:14 —Collaterals § 79:15 —Standard types of securities § 79:16 —Other specific forms of securing claims § 79:17 Government authorizations § 79:18 Taxation—Personal Income Tax (PIT) § 79:20 —Value Added Tax (VAT) § 79:21 —Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 —Corporate rules of representation § 79:26 —Specific rules of representation § 79:27 —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements	-	
\$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	§ 78:22	Resources
\$ 79:1 Source and nature of Polish law \$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	СНАР	OTER 70 POLAND
\$ 79:2 Governing law and arbitration—Choice of law \$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		
\$ 79:3 —Arbitration \$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	
\$ 79:4 Jurisdiction \$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 —Physical defects \$ 79:10 —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 —Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		-
\$ 79:5 Contract principles—Types of contracts \$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		
\$ 79:6 —Delay, debtor's liability \$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — —Physical defects \$ 79:10 — —Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — —Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — —Corporate rules of representation \$ 79:26 — —Specific rules of representation \$ 79:27 — —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	
\$ 79:7 —Contractual penalties \$ 79:8 —Warranties \$ 79:9 — Physical defects \$ 79:10 — Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	1 1 11
\$ 79:8 —Warranties \$ 79:9 — —Physical defects \$ 79:10 — —Legal defects \$ 79:11 — Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — —Standard types of securities \$ 79:16 — — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — —Corporate rules of representation \$ 79:26 — —Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	**
\$ 79:9 ——Physical defects \$ 79:10 ——Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 ——Standard types of securities \$ 79:16 ——Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 ——Corporate rules of representation \$ 79:26 ——Specific rules of representation \$ 79:27 ——Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		<u>.</u>
\$ 79:10 ——Legal defects \$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 ——Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	0	
\$ 79:11 —Other contractual or quasi-contractual remedies \$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	-	
\$ 79:12 —Adhesion contracts \$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		-
\$ 79:13 —Limitation periods \$ 79:14 —Collaterals \$ 79:15 — —Standard types of securities \$ 79:16 — —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — —Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements		
\$ 79:14 —Collaterals \$ 79:15 — Standard types of securities \$ 79:16 — Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	§ 79:12	
\$ 79:15 ——Standard types of securities \$ 79:16 —Other specific forms of securing claims \$ 79:17 Government authorizations \$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	§ 79:13	—Limitation periods
 § 79:16 — Other specific forms of securing claims § 79:17 Government authorizations § 79:18 Taxation—Personal Income Tax (PIT) § 79:19 — Corporate Income Tax (CIT) § 79:20 — Value Added Tax (VAT) § 79:21 — Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 — Source rules for principal types of income § 79:24 — Representation of companies § 79:25 — Corporate rules of representation § 79:26 — Specific rules of representation § 79:27 — Representation of non-commercial partnerships § 79:28 — Agency § 79:29 — Distributorship agreements 	§ 79:14	
 § 79:17 Government authorizations § 79:18 Taxation—Personal Income Tax (PIT) § 79:19 —Corporate Income Tax (CIT) § 79:20 —Value Added Tax (VAT) § 79:21 —Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — Corporate rules of representation § 79:26 —Specific rules of representation § 79:27 —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 		
\$ 79:18 Taxation—Personal Income Tax (PIT) \$ 79:19 —Corporate Income Tax (CIT) \$ 79:20 —Value Added Tax (VAT) \$ 79:21 —Other taxes \$ 79:22 Structuring of export transactions—Permanent establishment \$ 79:23 —Source rules for principal types of income \$ 79:24 —Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 —Specific rules of representation \$ 79:27 —Representation of non-commercial partnerships \$ 79:28 —Agency \$ 79:29 —Distributorship agreements	§ 79:16	— — Other specific forms of securing claims
 § 79:19 —Corporate Income Tax (CIT) § 79:20 —Value Added Tax (VAT) § 79:21 —Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — —Corporate rules of representation § 79:26 —Specific rules of representation § 79:27 —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 	§ 79:17	
 § 79:20 —Value Added Tax (VAT) § 79:21 —Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — —Corporate rules of representation § 79:26 — —Specific rules of representation § 79:27 — —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 	§ 79:18	
 § 79:21 —Other taxes § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — Corporate rules of representation § 79:26 —Specific rules of representation § 79:27 —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 	§ 79:19	—Corporate Income Tax (CIT)
 § 79:22 Structuring of export transactions—Permanent establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — Corporate rules of representation § 79:26 — Specific rules of representation § 79:27 — Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 	§ 79:20	—Value Added Tax (VAT)
establishment § 79:23 —Source rules for principal types of income § 79:24 —Representation of companies § 79:25 — —Corporate rules of representation § 79:26 — —Specific rules of representation § 79:27 — —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements	§ 79:21	
\$ 79:24 — Representation of companies \$ 79:25 — Corporate rules of representation \$ 79:26 — Specific rules of representation \$ 79:27 — Representation of non-commercial partnerships \$ 79:28 — Agency \$ 79:29 — Distributorship agreements	§ 79:22	
 § 79:24 — Representation of companies § 79:25 — Corporate rules of representation § 79:26 — Specific rules of representation § 79:27 — Representation of non-commercial partnerships § 79:28 — Agency § 79:29 — Distributorship agreements 	§ 79:23	—Source rules for principal types of income
 § 79:25 — Corporate rules of representation § 79:26 — Specific rules of representation § 79:27 — Representation of non-commercial partnerships § 79:28 — Agency § 79:29 — Distributorship agreements 	§ 79:24	
 § 79:26 ——Specific rules of representation § 79:27 —Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 	§ 79:25	
 § 79:27 ——Representation of non-commercial partnerships § 79:28 —Agency § 79:29 —Distributorship agreements 		
§ 79:28 —Agency § 79:29 —Distributorship agreements		
§ 79:29 —Distributorship agreements	-	
§ 75.50 — If ade regulation, for eight trade	§ 79:30	—Trade regulation, foreign trade

—Antitrust legislation and merger control

§ 79:31

CHAPTER 80. RUSSIA

A. GENERAL INFORMATION

- § 80:1 State structure
- § 80:2 Bodies of state power
- § 80:3 Legal system
- § 80:4 Hierarchy of normative acts
- § 80:5 International and national law

B. JUDICIAL SYSTEM

- § 80:6 In general
- § 80:7 Constitutional Court of the Russian Federation
- § 80:8 Supreme Court of the Russian Federation
- § 80:9 Courts of general jurisdiction
- § 80:10 Arbitration courts
- § 80:11 Arbitration tribunals
- § 80:12 Mediation
- § 80:13 Execution of judgments of Russian state courts
- § 80:14 Execution of the rulings of foreign courts and international commercial arbitrations within the territory of the Russian Federation

C. LEGAL ENTITIES

- § 80:15 In general
- § 80:16 Joint stock companies
- § 80:17 Limited liability companies
- § 80:18 Partnerships
- § 80:19 State and municipal unitary enterprises
- § 80:20 Non-commercial organizations

D. CONTRACT LAW

- § 80:21 General principles of contract law
- § 80:22 Types of contracts
- § 80:23 Construction of contracts
- § 80:24 Types of security

E. CIVIL LIABILITY

- § 80:25 Grounds and conditions of civil liability
- § 80:26 Force majeure
- § 80:27 Types of liability
- § 80:28 Damages
- § 80:29 Penalty
- § 80:30 Liability for failure to fulfill a monetary obligation

F. INTERNATIONAL

§ 80:31 In general

- § 80:32 Legal status of foreigners—Individuals
- § 80:33 Legal status of foreigners-Entities

CHAPTER 81. SERBIA

- § 81:1 Introduction
- § 81:2 Foundations of the Serbian legal system
- § 81:3 Economic freedom
- § 81:4 Serbian economy and the role of the state
- § 81:5 Status of foreigners
- § 81:6 Dispute resolution mechanism
- § 81:7 —Court system
- § 81:8 —Judicial procedures
- § 81:9 —Enforcement of foreign judgments
- § 81:10 —Arbitration
- § 81:11 —Mediation
- § 81:12 Applicable law
- § 81:13 Sources of commercial law
- § 81:14 —Company law and contract law
- § 81:15 Types of commercial contracts
- § 81:16 Contract principles
- § 81:17 —Freedom of contract
- § 81:18 —Good faith principle
- § 81:19 —Formation of contract
- § 81:20 ——Negotiations
- § 81:21 ——Offer
- § 81:22 ——Acceptance
- § 81:23 Tacit conclusion
- § 81:24 —Form
- § 81:25 —Validity of contract
- § 81:26 —Interpretation of contracts
- § 81:27 —Principle of heightened care
- § 81:28 —Principle of simultaneous performance
- § 81:29 —Breach of contract and contractual liability
- § 81:30 —Impossibility of performance
- § 81:31 —Excuses for nonperformance
- § 81:32 —Remedies for breach of contract
- § 81:33 ——Specific performance
- § 81:34 ——Avoidance of contract for nonperformance
- § 81:35 ——Avoidance of contract due to changed circumstances
- § 81:36 ——Damages
- § 81:37 —Limitation of liability
- § 81:38 —Contractual penalty, liquidated damages
- § 81:39 —Annulment of contract on the bases of gross disparity
- § 81:40 —Interest
- § 81:41 —Set-off
- § 81:42 —Period of limitation
- § 81:43 Specific features of the contract for sale; price determination

§ 81:44 -Effects of the contract on property, retention of title § 81:45 —Passing of risk and transportation clauses § 81:46 -Warranties § 81:47 -Producer's guarantee Product liability § 81:48 § 81:49 Business forms § 81:50 —Representation office, branch, or subsidiary § 81:51 —Partnership § 81:52 —Limited liability company —Joint stock company § 81:53 § 81:54 —Sales representation State as a party to commercial transactions § 81:55 § 81:56 Protection of intellectual property rights § 81:57 —Trade secrets § 81:58 Personal data protection § 81:59 Foreign investment § 81:60 Foreign trade Currency: monetary policy and foreign exchange control § 81:61 § 81:62 Customs; customs duties § 81:63 —Customs exemptions § 81:64 —Free zones § 81:65 **Taxation** —Personal income tax § 81:66 § 81:67 —Complementary annual income tax § 81:68 —Social insurance contributions § 81:69 —Corporate income tax § 81:70 —Value added tax (VAT) § 81:71 —Property taxes § 81:72 -Excise tax —Tax incentives § 81:73 § 81:74 —Treaties on prevention of double taxation

CHAPTER 82. SOUTH AFRICA

Sources and nature of South African law—Background § 82:1 § 82:2 —Sources of South African law § 82:3 —Nature of the South African law of contract § 82:4 —South African court structure § 82:5 Governing law—Freedom of contract § 82:6 Governing law in the absence of a choice by the parties § 82:7 Governing law and jurisdiction—Court jurisdiction § 82:8 Arbitration § 82:9 Contract principles (with specific focus on international sales) —Formation of the contract § 82:10 § 82:11 Contract Principles (with specific focus on international sales)—Passing of risk § 82:12 Contract principles (with specific focus on international sales)—Performance of an international sales contract

§ 82:13 Bibliography

CHAPTER 83. SPAIN

§ 83:1	Source and nature of Spanish law
§ 83:2	Governing law and jurisdiction—Choice of law
§ 83:3	—Court jurisdiction
§ 83:4	Arbitration
§ 83:5	Contract principles
§ 83:6	—Damages
§ 83:7	—Liquidated damages and penalty clauses
§ 83:8	—Delays
§ 83:9	-Force majeure, unforeseeable events, action of excessive
	onerousness of the obligation
§ 83:10	—Warranties, remedies in sales contracts
§ 83:11	—Law of limitation
§ 83:12	Retention of title
§ 83:13	Government authorization—Currency controls
§ 83:14	Taxation
§ 83:15	—International agreements
§ 83:16	Foreign investments
§ 83:17	Intellectual Property
§ 83:18	Protection of personal information
§ 83:19	Resources

CHAPTER 84. SWEDEN

§ 84:1 In general § 84:2 Contract law § 84:3 —Formation of contracts § 84:4 -Agency and proxies § 84:5 —Invalidity of contracts Sales of Goods Act § 84:6 § 84:7 Consumer Sales Act § 84:8 Company law § 84:9 —Share capital and shareholder liability § 84:10 -Shareholders, board of directors, managing director § 84:11 -Shareholders' meetings § 84:12 — —Voting § 84:13 — —Resolutions § 84:14 — — Majority § 84:15 -- Information § 84:16 —Group companies § 84:17 —Shareholder liability § 84:18 —Board of directors § 84:19 ——Appointment by others

— —Qualifications

---Chairman of the board

— Number of directors and deputies

——Meetings of the board of directors

§ 84:20

§ 84:21

§ 84:22 § 84:23

```
§ 84:24
         — —Quorum
§ 84:25
         — —Conflict of interest
§ 84:26
         ——Powers
§ 84:27
         — — Duties
§ 84:28
         ——General restrictions on the board's authority
§ 84:29
         — —Responsibility
§ 84:30
         -Managing director
§ 84:31
         ——Powers
         — —Duties
§ 84:32
         ——Conflict of interest
§ 84:33
§ 84:34
         ——Authorized signatories
         — —Directors' liability in general
§ 84:35
§ 84:36
         — — Criminal liability of directors
         — —Personal liability of directors
§ 84:37
§ 84:38
         — —Liability for damages
§ 84:39
         Copyright
§ 84:40
         Trademarks
§ 84:41
         Patents
         Design protection
§ 84:42
§ 84:43
         Trade secrets
§ 84:44
         Freedom of press and freedom of expression
§ 84:45
         Marketing law
§ 84:46
         -Names and pictures in advertising
§ 84:47
         Employment
§ 84:48
         Employment Contracts
         —Implied terms and conditions of employment
§ 84:49
§ 84:50
         —Wages
§ 84:51
         —Working hours and holidays
§ 84:52
         -Benefits
         -Pensions
§ 84:53
§ 84:54
         -Sickness
§ 84:55
         —Taxation
         -Maternity rights
§ 84:56
§ 84:57
         —Parental leave
§ 84:58
         —Entitlement to work part-time
§ 84:59
         —Discrimination
§ 84:60
         —Enforcement of rights
§ 84:61
         —Probationary employment
§ 84:62
         —Dismissal
§ 84:63
         — —Notice of termination
         —Unfair dismissal
§ 84:64
         -Redundancy, connection with lay-offs
§ 84:65
§ 84:66
         — Negotiations/consultations with the union
§ 84:67
         — Preferential right to re-employment
§ 84:68
         —Settlement agreements
§ 84:69
         —Trade unions
§ 84:70
         —Employee representation
§ 84:71
         ——Information and consultation agreements
```

§ 84:72 —Employee rights in business transfers § 84:73 —Immigration § 84:74 Competition law § 84:75 —Anti-competitive agreements § 84:76 —Abuse of a dominant position § 84:77 -Merger control Competition Law—Sanctions § 84:78 § 84:79 Insolvency law § 84:80 —Voluntary composition -Business reorganization § 84:81 § 84:82 —Bankruptcy CHAPTER 85. SWITZERLAND § 85:1 Introduction § 85:2 Applicable Law —International Treaties § 85:3 § 85:4 —Choice of Law —Contracts in General § 85:5 § 85:6 —Particular Contracts Principles of Swiss Contract Law—General Nature of § 85:7 Swiss Contract Law § 85:8 -Conclusion of a Contract, Mutual Consent § 85:9 —Invalidity of a Contract § 85:10 —General Terms and Conditions § 85:11 —Breach of Contract and Remedies § 85:12 — — Failure to Perform due to Supervening Impossibility § 85:13 ——Default by the Obligor § 85:14 — Failure to Perform and Faulty Performance by the Obligor § 85:15 ——Default of the Obligee § 85:16 — —Damages § 85:17 — —Liability § 85:18 —Assignment of Claims § 85:19 —Assumption of Obligations § 85:20 -Assumption of Assets and Liabilities of an Enterprise § 85:21 -Set-off § 85:22 —Statute of Limitations § 85:23 -Burden of Proof § 85:24 Types of Contracts § 85:25 —Purchase Contracts § 85:26 — — Default in Commercial Transactions § 85:27 — —Liability for Damages in Commercial Transactions § 85:28 — — Warranty with Regard to Title Transferred --- Warranty with Regard to Defects of the Object of § 85:29 Purchase — —Limitation of Warranties § 85:30 ——Statute of Limitations for Warranties § 85:31 § 85:32 —Real Estate Purchase Contracts

-Work Contracts § 85:33 § 85:34 -Mandates § 85:35 — — Ordinary Mandates § 85:36 ——Brokerage Contracts § 85:37 ——Agency Contracts § 85:38 —Selected Innominate Contracts § 85:39 — — Distributorship Agreements § 85:40 — —Licensing Agreements § 85:41 — —Franchising Agreements § 85:42 — — Joint Venture Agreements § 85:43 Other Statutory Regulations Litigation in Switzerland § 85:44 —Jurisdiction § 85:45 — —Choice of Forum § 85:46 § 85:47 Litigation—Jurisdiction—International Contracts § 85:48 Arbitration in Switzerland -International Arbitration-Federal Act on Private § 85:49 International Law of 1987 — —Institutional Arbitration Rules by the Swiss § 85:50 Arbitration Center in Force as of June 1, 2021

CHAPTER 86. TURKEY

I. IN GENERAL

§ 86:1 Source and nature of the Turkish contracts law

II. INTERNATIONAL PRIVATE AND PROCEDURE LAW OF TURKEY

§ 86:2 Governing law and jurisdiction -Choice of law-Principle of freedom for choosing the § 86:3 governing law § 86:4 ——Absence of choice of law by the parties § 86:5 — Restrictions to the choice of governing law —Court jurisdiction—Enforcement of foreign court § 86:6 judgments § 86:7 —Arbitration ——Enforcement of foreign arbitral awards § 86:8

III. CONTRACT PRINCIPLES

§ 86:9	Contract principles—Offer and acceptance
§ 86:10	—Content of the agreement
§ 86:11	—Offer
§ 86:12	—Acceptance and conclusion of the contract
§ 86:13	——Genuineness of consent
§ 86:14	— —Mistake
§ 86:15	— —Willful fraud
§ 86:16	——Duress

§ 86:17	—Subject matter of contracts—Freedom of contract and
8 06.10	legality of the subject matter Objective impagability and handship with principle of
§ 86:18	— — Objective impossibility and hardship with principle of rebus sic stantibus
§ 86:19	——Public policy and imperative statutory rules
§ 86:20	—Form of the contracts
§ 86:21	—Defective contracts
§ 86:22	—Discharge of the contractual obligations
§ 86:23	—Specific performance
§ 86:24	—Discharge through other means—Set-off
§ 86:25	——Novation
§ 86:26	——Release
§ 86:27	— —Non-faulty impossibility to Perform
§ 86:28	—Breach of the contract and contractual liability
§ 86:29	——Notice of performance
§ 86:30	——Creditor's action in case of the continuation of default
§ 86:31	——————————————————————————————————————
§ 86:32	— — — If performance has become impossible
§ 86:33	— — Judicial enforcement
§ 86:34	——Creditor's Action in case of the continuation of
3 00.01	default—Debtor's liability on all its assets
§ 86:35	——Creditor's action in case of the continuation of
5	default—Execution proceedings
§ 86:36	—Particular features of the contractual liability—
	Incomplete or improper performance
§ 86:37	— — Debtor's liability for the persons who assist the debtor
	in performance
§ 86:38	— —No-fault liability and force majeure
§ 86:39	— —Contractual adjustments to the debtor's liability
§ 86:40	—Particular Features of the Contractual Liability—
	Contractual adjustments to the debtor's liability—
0.00.44	Exclusion clauses
§ 86:41	—Particular features of the contractual liability—
	Contractual adjustments to the debtor's liability—Penalty clauses
8 06.40	
§ 86:42	
§ 86:43	——Transfer of the contractual obligations
	— —Assignment of the rights — — —Conditions
	— — — Conditions — — — Consequences
	— — Consequences — —Assumption of the obligation
8 00:41	——Assumption of the obligation ——Subrogation
8 00:48	——Suprogation
	——Transfer of agreement and participation to agreement
8 86:50	—Statute of the limitations
TV C	ONTRACT DRINGIDI ES SDECIFIC CONTRA

IV. CONTRACT PRINCIPLES—SPECIFIC CONTRACTS

- ${\bf Contract\ principles-Specific\ contracts-Sale\ of\ the\ moveable\ goods}$ § 86:51
- ———Content and conclusion of the sales contract § 86:52

§ 86:53	———Seller's obligations under the sales contract
§ 86:54	———Buyer's obligations under the sales contract
§ 86:55	— — —Transfer of the risk of loss or damage
§ 86:56	———Warranties due by the seller
§ 86:57	— — Mandate agreement
§ 86:58	— — —Conclusion and the reciprocal obligations
§ 86:59	— — —Mandatee's authority
§ 86:60	— — Origin of the mandatee's power of representation
§ 86:61	— — — Acknowledgement of the attorney's power of
Ü	representation by the third parties
§ 86:62	———Acts concluded by the mandatee who is lacking
	relevant authority
§ 86:63	— — —Undisclosed mandate
§ 86:64	———Termination and its effects between the parties
§ 86:65	———Effects of the termination towards third persons
§ 86:66	——Specific contracts of the commercial agency
§ 86:67	— — Commercial representative and agent
§ 86:68	——Specific contracts of the commercial agency (acente, in
	Turkish)
§ 86:69	——Specific contracts of the commercial agency—
Ü	Marketing agreements
§ 86:70	——Lease agreements
§ 86:71	— — Reciprocal obligations and rights
§ 86:72	— — —Tenant's duties
§ 86:73	———Termination of the lease agreement
§ 86:74	— — Termination due to the default of one of the parties
§ 86:75	— — — Termination upon notice
§ 86:76	———Restitution of the premises and the landlord's
,	prerogatives
§ 86:77	———Transfer of the property of the premises
•	The second property of the processor

V. COMPETITION LAW, CONSUMER PROTECTION AND CONTRACT LAW

§ 86:78	Impact of the competition law and the law on consumer
	protection on the contract law
§ 86:79	—Prohibition of the unfair practices
§ 86:80	—Non-competition duty
§ 86:81	— Origin of the non-competition duty
§ 86:82	——Consequences of the breach of the non-competition
	duty
§ 86:83	—The law on protection of the competition
§ 86:84	—Concerted practices curtailing competition
§ 86:85	—Administrative clearance of the mergers and acquisitions
§ 86:86	—Prohibition of the unfair terms in the consumer
	contracts and general transaction conditions/ standard
	terms

VI. TAXATION

§ 86:87 In general

- § 86:88 Taxation—Stamp tax
- § 86:89 —Specific fees

VII. BANKRUPTCY

- § 86:90 Bankruptcy—Effect of the bankruptcy on contracts
- § 86:91 —Cancellation lawsuits

CHAPTER 87. UKRAINE

I. INTRODUCTION

- § 87:1 Source and nature of Ukrainian law
- § 87:2 Choice of law
- § 87:3 Arbitration

II. CONTRACT PRINCIPLES

A. CONTRACT LAW IN GENERAL

- § 87:4 Types of contracts
- § 87:5 Material conditions of the contract, general requirements on the validity of contracts
- § 87:6 Delay, debtor's liability
- § 87:7 Contractual penalty
- § 87:8 Quality guarantee
- § 87:9 Legal defects
- § 87:10 Adhesion contracts
- § 87:11 Limitation periods

B. COLLATERALIZATION

- § 87:12 Collaterals
- § 87:13 Pledge
- § 87:14 Other methods of securing claims—Surety
- § 87:15 —Guarantee
- § 87:16 —Advance deposit
- § 87:17 —Retention

III. GOVERNMENT AUTHORIZATIONS

§ 87:18 In general

IV. TAXATION

- § 87:19 Personal income tax (PIT)
- § 87:20 Corporate income tax (CIT)
- § 87:21 Value added tax (VAT)
- § 87:22 Payroll taxes
- § 87:23 Stamp duty
- § 87:24 Excise tax
- § 87:25 Land tax

§ 87:26 Real estate tax

\mathbf{V}	STRUCTURING	OF EXPORT	TRANSACTIONS
V .			

- § 87:27 Permanent establishment
- § 87:28 Source rules for principal types of income

A. REPRESENTATION OF COMPANIES

- § 87:29 In general
- § 87:30 Corporate rules of representation
- § 87:31 Specific rules of representation
- § 87:32 —Commercial proxy
- § 87:33 —Power of attorney
- § 87:34 Representation of noncommercial partnerships

B. OTHER CONSIDERATIONS

- § 87:35 Agency
- § 87:36 Distributorship agreements
- § 87:37 Trade regulation and foreign trade
- § 87:38 Antitrust regulation and merger control

VI. EMPLOYMENT

- § 87:39 In general
- § 87:40 Employment agreements
- § 87:41 Employment of foreigners
- § 87:42 Minimum salary
- § 87:43 Working week, overtime, and vacation
- § 87:44 Global policies
- § 87:45 Data protection
- § 87:46 Termination of employment

VII. COMMERCIAL DISPUTE RESOLUTION

§ 87:47 In general

CHAPTER 88. UNITED ARAB EMIRATES

- § 88:1 General background
- § 88:2 Courts and litigation
- § 88:3 Governing Law–Conflict of Laws
- § 88:4 Arbitration
- § 88:5 Enforcement of Foreign Judgments and Arbitral Awards
- § 88:6 Mediation and Conciliation
- § 88:7 Contracts
- § 88:8 Damages for Breach of Contract
- § 88:9 Sale of Goods
- § 88:10 Entering the UAE Market
- § 88:11 Entering the UAE Market: Permanent Presence

§ 88:12 Entering the UAE Market: Appointing a Commercial Agent § 88:13 Taxation Bankruptcy § 88:14 E-Commerce § 88:15 § 88:16 Maritime § 88:17 **Intellectual Property Rights** § 88:18 Trademarks § 88:19 Patents § 88:20 Copyright Dishonored checks § 88:21

CHAPTER 89. UNITED STATES

PART I. SELECTING THE FORM OF BUSINESS ENTERPRISE IN THE UNITED STATES

\$ 89:1 Forms of business entities in the United States \$ 89:2 Main considerations in the choice of entity \$ 89:3 Corporations \$ 89:4 —Nature of a corporation \$ 89:5 — Limitation of liability \$ 89:6 — Other principal characteristics \$ 89:7 —Formation of a corporation \$ 89:8 — Certificate of incorporation \$ 89:9 — The corporation's name \$ 89:10 — Purpose \$ 89:11 — Capitalization \$ 89:12 — Designation of registered agent or address for copies of service of process \$ 89:13 — Other provisions \$ 89:14 — Bylaws \$ 89:15 — Board of directors \$ 89:16 — Organizational meeting of directors \$ 89:17 — Appointment of officers \$ 89:18 — Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 — Authorization for opening a bank account \$ 89:20 — Books, records, and accounts \$ 89:21 — Corporate minute book \$ 89:22 — Stock record book \$ 89:23 — Corporate seal \$ 89:24 — Federal tax identification number \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts		
\$ 89:3 Corporations \$ 89:4 —Nature of a corporation \$ 89:5 — Limitation of liability \$ 89:6 — Other principal characteristics \$ 89:7 —Formation of a corporation \$ 89:8 — Certificate of incorporation \$ 89:9 — The corporation's name \$ 89:10 — Purpose \$ 89:11 — Capitalization \$ 89:12 — Designation of registered agent or address for copies of service of process \$ 89:13 — Other provisions \$ 89:14 — Bylaws \$ 89:15 —Board of directors \$ 89:16 — Organizational meeting of directors \$ 89:17 — Appointment of officers \$ 89:18 — Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 — Authorization for opening a bank account \$ 89:20 — Books, records, and accounts \$ 89:21 — Corporate minute book \$ 89:22 — Stock record book \$ 89:23 — Corporate seal \$ 89:24 — Federal tax identification number \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts \$ 89:27 — Tax returns \$ 89:28 — Qualifications to do business in other states of the	§ 89:1	Forms of business entities in the United States
\$ 89:4 —Nature of a corporation \$ 89:5 — Limitation of liability \$ 89:6 — Other principal characteristics \$ 89:7 —Formation of a corporation \$ 89:8 — Certificate of incorporation \$ 89:9 — —The corporation's name \$ 89:10 ——Purpose \$ 89:11 ——Capitalization \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 —Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 —Corporate minute book \$ 89:22 —Stock record book \$ 89:23 ——Corporate seal \$ 89:24 —Federal tax identification number \$ 89:25 —Accounts and other records \$ 89:26 —Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the	§ 89:2	Main considerations in the choice of entity
\$ 89:5 — Limitation of liability \$ 89:6 — Other principal characteristics \$ 89:7 — Formation of a corporation \$ 89:8 — Certificate of incorporation \$ 89:9 — The corporation's name \$ 89:10 — Purpose \$ 89:11 — Capitalization \$ 89:12 — Designation of registered agent or address for copies of service of process \$ 89:13 — Other provisions \$ 89:14 — Bylaws \$ 89:15 — Board of directors \$ 89:16 — Organizational meeting of directors \$ 89:17 — Appointment of officers \$ 89:18 — Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 — Authorization for opening a bank account \$ 89:20 — Books, records, and accounts \$ 89:21 — Corporate minute book \$ 89:22 — Stock record book \$ 89:23 — Corporate seal \$ 89:24 — Federal tax identification number \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts \$ 89:27 — Tax returns \$ 89:28 — Qualifications to do business in other states of the	§ 89:3	Corporations
\$ 89:6 ——Other principal characteristics \$ 89:7 —Formation of a corporation \$ 89:8 ——Certificate of incorporation \$ 89:9 ——The corporation's name \$ 89:10 ——Purpose \$ 89:11 ——Capitalization \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 ——Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the	§ 89:4	—Nature of a corporation
\$ 89:6 ——Other principal characteristics \$ 89:7 —Formation of a corporation \$ 89:8 ——Certificate of incorporation \$ 89:9 ——The corporation's name \$ 89:10 ——Purpose \$ 89:11 ——Capitalization \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 ——Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the	§ 89:5	——Limitation of liability
\$ 89:7 —Formation of a corporation \$ 89:8 ——Certificate of incorporation \$ 89:9 ——The corporation's name \$ 89:10 ——Purpose \$ 89:11 ——Capitalization \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 ——Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the	§ 89:6	· · · · · · · · · · · · · · · · · · ·
 \$ 89:8 ——Certificate of incorporation \$ 89:9 ——The corporation's name \$ 89:10 ——Purpose \$ 89:11 ——Capitalization \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 ——Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 ——Tax returns \$ 89:28 —Qualifications to do business in other states of the 	§ 89:7	
 \$ 89:9 ———The corporation's name \$ 89:10 ———Purpose \$ 89:11 ———Capitalization \$ 89:12 ———Designation of registered agent or address for copies of service of process \$ 89:13 ———Other provisions \$ 89:14 ——Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ———Appointment of officers \$ 89:18 ———Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ———Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 ——Tax returns \$ 89:28 —Qualifications to do business in other states of the 	§ 89:8	<u>-</u>
 § 89:10 ———Purpose § 89:11 ———Capitalization § 89:12 ———Designation of registered agent or address for copies of service of process § 89:13 ———Other provisions § 89:14 ——Bylaws § 89:15 —Board of directors § 89:16 ——Organizational meeting of directors § 89:17 ——Appointment of officers § 89:18 ———Acceptance of capital stock subscriptions from the initial stockholder(s) § 89:19 ———Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 ——Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 —Opening of bank accounts § 89:27 ——Tax returns § 89:28 —Qualifications to do business in other states of the 	o .	*
 § 89:11 ———Capitalization § 89:12 ——Designation of registered agent or address for copies of service of process § 89:13 ———Other provisions § 89:14 ——Bylaws § 89:15 —Board of directors § 89:16 ——Organizational meeting of directors § 89:17 ——Appointment of officers § 89:18 ———Acceptance of capital stock subscriptions from the initial stockholder(s) § 89:19 ———Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 ——Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 —Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the 	-	
 \$ 89:12 ——Designation of registered agent or address for copies of service of process \$ 89:13 ——Other provisions \$ 89:14 —Bylaws \$ 89:15 —Board of directors \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 —Corporate minute book \$ 89:22 —Stock record book \$ 89:23 —Corporate seal \$ 89:24 —Federal tax identification number \$ 89:25 —Accounts and other records \$ 89:26 —Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the 		
copies of service of process § 89:13 ——Other provisions § 89:14 ——Bylaws § 89:15 —Board of directors § 89:16 ——Organizational meeting of directors § 89:17 ——Appointment of officers § 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) § 89:19 ——Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 ——Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 ——Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the	§ 89:12	
 § 89:13 ——Other provisions § 89:14 ——Bylaws § 89:15 —Board of directors § 89:16 ——Organizational meeting of directors § 89:17 ——Appointment of officers § 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) § 89:19 ——Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 —Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 —Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the 		
 \$ 89:15 — Board of directors \$ 89:16 — Organizational meeting of directors \$ 89:17 — Appointment of officers \$ 89:18 — Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 — Authorization for opening a bank account \$ 89:20 — Books, records, and accounts \$ 89:21 — Corporate minute book \$ 89:22 — Stock record book \$ 89:23 — Corporate seal \$ 89:24 — Federal tax identification number \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts \$ 89:27 — Tax returns \$ 89:28 — Qualifications to do business in other states of the 	§ 89:13	
 \$ 89:16 ——Organizational meeting of directors \$ 89:17 ——Appointment of officers \$ 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ——Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the 	§ 89:14	— —Bylaws
 § 89:17 ——Appointment of officers § 89:18 ——Acceptance of capital stock subscriptions from the initial stockholder(s) § 89:19 ——Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 ——Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 ——Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the 	§ 89:15	—Board of directors
 \$ 89:18 ———Acceptance of capital stock subscriptions from the initial stockholder(s) \$ 89:19 ———Authorization for opening a bank account \$ 89:20 —Books, records, and accounts \$ 89:21 ——Corporate minute book \$ 89:22 ——Stock record book \$ 89:23 ——Corporate seal \$ 89:24 ——Federal tax identification number \$ 89:25 ——Accounts and other records \$ 89:26 ——Opening of bank accounts \$ 89:27 —Tax returns \$ 89:28 —Qualifications to do business in other states of the 	§ 89:16	— — Organizational meeting of directors
initial stockholder(s) § 89:19 ——Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 —Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 —Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the		•
initial stockholder(s) § 89:19 ——Authorization for opening a bank account § 89:20 —Books, records, and accounts § 89:21 ——Corporate minute book § 89:22 —Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 —Opening of bank accounts § 89:27 —Tax returns § 89:28 —Qualifications to do business in other states of the	§ 89:18	———Acceptance of capital stock subscriptions from the
 \$ 89:20 —Books, records, and accounts \$ 89:21 — Corporate minute book \$ 89:22 —Stock record book \$ 89:23 — Corporate seal \$ 89:24 — Federal tax identification number \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts \$ 89:27 — Tax returns \$ 89:28 —Qualifications to do business in other states of the 		
 § 89:21 — Corporate minute book § 89:22 — Stock record book § 89:23 — Corporate seal § 89:24 — Federal tax identification number § 89:25 — Accounts and other records § 89:26 — Opening of bank accounts § 89:27 — Tax returns § 89:28 — Qualifications to do business in other states of the 	§ 89:19	— — —Authorization for opening a bank account
 § 89:22 ——Stock record book § 89:23 ——Corporate seal § 89:24 ——Federal tax identification number § 89:25 ——Accounts and other records § 89:26 ——Opening of bank accounts § 89:27 ——Tax returns § 89:28 —Qualifications to do business in other states of the 	§ 89:20	—Books, records, and accounts
 § 89:23 — Corporate seal § 89:24 — Federal tax identification number § 89:25 — Accounts and other records § 89:26 — Opening of bank accounts § 89:27 — Tax returns § 89:28 — Qualifications to do business in other states of the 	§ 89:21	— —Corporate minute book
 § 89:24 — Federal tax identification number § 89:25 — Accounts and other records § 89:26 — Opening of bank accounts § 89:27 — Tax returns § 89:28 — Qualifications to do business in other states of the 	§ 89:22	——Stock record book
 \$ 89:25 — Accounts and other records \$ 89:26 — Opening of bank accounts \$ 89:27 — Tax returns \$ 89:28 — Qualifications to do business in other states of the 	§ 89:23	——Corporate seal
§ 89:26 — Opening of bank accounts § 89:27 — Tax returns § 89:28 — Qualifications to do business in other states of the	§ 89:24	——Federal tax identification number
§ 89:26 — Opening of bank accounts § 89:27 — Tax returns § 89:28 — Qualifications to do business in other states of the	§ 89:25	——Accounts and other records
§ 89:27 ——Tax returns § 89:28 —Qualifications to do business in other states of the	0	——Opening of bank accounts
§ 89:28 —Qualifications to do business in other states of the	o .	1 0
	o .	—Qualifications to do business in other states of the
United States	3 00.20	United States
§ 89:29 —"Close" corporations	§ 89:29	—"Close" corporations
o the terms of the		

§ 89:30 —Non-United States company operating as a branch in the United States § 89:31 Limited liability companies § 89:32 —Organizational documents § 89:33 **Partnerships** —General partnerships § 89:34 § 89:35 —Limited partnerships § 89:36 —Limited liability partnerships (LLP) § 89:37 Joint ventures § 89:38 Sole proprietorships Tax considerations § 89:39 § 89:40 Securities regulation § 89:41 —Recent and Important Acts

PART II. U.S. IMMIGRATION LAW

§ 89:42 In general § 89:43 Nonimmigrant visas § 89:44 —A-1/A-2 visa (diplomats and foreign government officials) § 89:45 —B-1 visa (temporary business visitor) § 89:46 —B-2 visa (visitor for pleasure) § 89:47 —C visa (transit) § 89:48 —D visa (crewmembers) § 89:49 —E-1 and E-2 visa (treaty trader; treaty investor) § 89:50 —E-3 visas (Australian specialty workers) § 89:51 —G and NATO visas (employees of international organizations) § 89:52 —J visas (exchange visitors) § 89:53 —H-1B visa (temporary worker in a specialty occupation) § 89:54 —H-2A/H-2B (temporary non-agricultural workers) § 89:55 —H-3 visa (trainee) § 89:56 —I visa (media, journalists) § 89:57 —L-1 visa (intra-company transferee) § 89:58 —F/M visas (students) § 89:59 —O-1 visa (persons of extraordinary ability) § 89:60 —P-1/P-2/P-3 (athletes and entertainers) —Q-1 visa (international cultural exchange visitor) § 89:61 § 89:62 —R visa (temporary religious worker) § 89:63 —U/T visas (victims of criminal activity or human trafficking) § 89:64 Border crossing card—BCC Nonimmigrant visas—Authorization to work § 89:65 § 89:66 Immigrant visas/green cards § 89:67 Green card through investment § 89:68 Green card through a job § 89:69 Green card through self-petition § 89:70 Green card through special categories of jobs § 89:71 Green card through family § 89:72 Green card through refugee/asylee status

- § 89:73 Immigration law compliance
- § 89:74 Conclusion

PART III. INTERNATIONAL TRADE LAW IN THE UNITED STATES OF AMERICA

§ 89:75 In general § 89:76 **Imports** § 89:77 —Customs law § 89:78 —Duties and tariffs § 89:79 —GSP and other preferential trade programs § 89:80 -NAFTA and other regional and bilateral agreements § 89:81 -World Trade Organization § 89:82 —Reimport of United States goods § 89:83 —Import restrictions § 89:84 -Foreign trade zones and bonded warehouses § 89:85 —Additional nontariff barriers Imports-Reexport § 89:86 § 89:87 Imports—Escape clause —Unfair trading remedy laws § 89:88 § 89:89 — — Dumping § 89:90 — —Countervailing duties — Exclusion of unfairly traded imports (Section 337) § 89:91 § 89:92 ——Special 301 actions § 89:93 — Other United States agencies with significant control over import matters § 89:94 — Federalism issues; state liquor regulations

PART IV. UNITED STATES REGULATION OF FOREIGN INVESTMENT

Exports—Generally

§ 89:96 In general § 89:97 Ownership limits in sensitive and highly regulated sectors § 89:98 -Aviation § 89:99 —Banking —Communications and broadcasting § 89:100 § 89:101 —Defense industries generally § 89:102 —Insurance § 89:103 -Maritime § 89:104 -Mineral leases and resources § 89:105 —Power generation and utility services § 89:106 -Real estate National security concerns—"Exon-Florio" law § 89:107 § 89:108 —USA PATRIOT Act § 89:109 —Department of Homeland Security § 89:110 —Industrial security regulations § 89:111 —Reciprocity requirements

§ 89:95

§ 89:112	—Licenses for certain countries
§ 89:113	—Reporting requirements
§ 89:114	— —Investment survey reports
§ 89:115	— — —Direct investment
§ 89:116	— — Survey reports
§ 89:117	— — Portfolio investment
§ 89:118	— — — Agricultural land investment
§ 89:119	——Disclosure of ownership in tax reports
§ 89:120	——Certain international monetary transactions
§ 89:121	— —Traveling with currency
§ 89:122	 —Reporting of bank transactions and holdings
§ 89:123	— — Certain periodic reports of international commercial
	dealings
§ 89:124	— — —Treasury international capital nonbanking forms
§ 89:125	— — —Agreements involving intangible assets or other
	proprietary rights
§ 89:126	———Survey reporting of certain services sold to or
	purchased from unaffiliated foreign persons
§ 89:127	Buy America Act
§ 89:128	State laws affecting inheritance by foreign persons
§ 89:129	Tax withholding on certain investments by foreign
0.00.100	investors in United States real estate
§ 89:130	Campaign contributions
§ 89:131	Noneligibility for certain United States government benefits
§ 89:132	Limits on foreign participation in management

PART V. INTELLECTUAL PROPERTY: PATENTS, TRADEMARKS, COPYRIGHTS, AND TRADE SECRETS

§ 89:133 In general § 89:134 Patents in general § 89:135 —Types of patents § 89:136 — — Utility patent § 89:137 ——Design patent § 89:138 ——Plant patent § 89:139 —Duration § 89:140 —Types of patents—Provisional patent applications § 89:141 —International patent protection § 89:142 —Business reasons for obtaining patents § 89:143 Trademarks in general § 89:144 —Types of trademarks § 89:145 —Common law trademark rights § 89:146 -Federal trademark registration § 89:147 — —Filing a trademark application § 89:148 ——Trademark application process — —Life of a trademark § 89:149 § 89:150 — — Proper trademark usage

§ 89:151	— —Trademark notice
§ 89:152	— — Trademark infringement
§ 89:153	——Trademark infringement liability
§ 89:154	—State trademark registration
§ 89:155	—International trademark protection
§ 89:156	—Precautions in choosing a corporate name
§ 89:157	Copyright law in general
§ 89:158	—Owning a copyright
§ 89:159	—Copyright notice
§ 89:160	—Registration of a copyright
§ 89:161	—Life of a copyright
§ 89:162	—Copyright infringement
§ 89:163	—International copyright protection
§ 89:164	Protection of integrated circuits
§ 89:165	DMCA
§ 89:166	Trade secrets
§ 89:167	Internet
§ 89:168	Overlapping protection

PART VI. ENVIRONMENTAL PROTECTION

§ 89:169	In general
§ 89:170	Federal environmental statutes
§ 89:171	State environmental requirements
§ 89:172	Securities and Exchange Commission disclosure
	requirements
§ 89:173	United States common law
§ 89:174	General checklist
§ 89:175	Checklist of certain federal statute-specific environmental
	inquiries
§ 89:176	Conclusion

PART VII. TAX CONSEQUENCES OF DOING BUSINESS IN THE UNITED STATES

§ 89:177	In general
§ 89:178	Federal tax system applicable to United States corporations—Worldwide taxation
§ 89:179	—System of double taxation
§ 89:180	—Income tax base: determination of taxable income
§ 89:181	——Gross income
§ 89:182	——Deductions
§ 89:183	—Income tax computation—Tax liability
§ 89:184	——Corporate income tax rates
§ 89:185	——Tax credits
§ 89:186	—Other United States federal taxes—Alternative Minimum Tax (AMT)
§ 89:187	—Income tax computation—Accumulated Earnings Tax (AET)
§ 89:188	——Personal Holding Company Tax (PHCT)

0 00 100	
§ 89:189	—Consolidation of United States corporations
§ 89:190	—Tax accounting, return filings, payment of taxes—
	Accounting period
§ 89:191	——Accounting methods
§ 89:192	— —Tax return filings
§ 89:193	——Payments and collection of taxes
§ 89:194	—Special federal tax provisions applicable to foreign-
	controlled United States corporations—Deferral of
	related-party deductions
§ 89:195	— —Anti-earnings stripping
§ 89:196	— —Transfer pricing
§ 89:197	— — Transfer pricing methodology
§ 89:198	——Specific situations
§ 89:199	— — Withholding tax rates applicable to certain payments
§ 89:200	— — Portfolio interest exemption
§ 89:201	— — Possible treaty reductions
§ 89:202	— — — Anticonduit rules
§ 89:203	———FIRPTA withholding
§ 89:204	——Special tax return filings
§ 89:205	Federal tax system applicable to a United States branch
	of a foreign corporation—Income taxation of a foreign corporation
§ 89:206	—Income effectively connected with a United States trade
	or business
§ 89:207	—Nonbusiness United States source income
§ 89:208	——Source rules
§ 89:209	—Branch profits tax (BPT)
§ 89:210	——Branch level tax (BLT)
-	
§ 89:211	——Branch level interest tax (BLIT)
§ 89:211 § 89:212	— —Branch level interest tax (BLIT) — —Summary
§ 89:211 § 89:212 § 89:213	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime — Statutory framework
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime — Statutory framework Taxation of limited liability companies (LLCs) and
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime — Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime — Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits — Partnerships as conduits
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership taxable income
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219	 — Branch level interest tax (BLIT) — Summary — Deferral of related party deductions — Anti-earnings stripping — Transfer pricing — Tax returns—Special tax return filings — FIRPTA tax regime — Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits — Partnerships as conduits
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership taxable income —Partnership for federal tax purposes—Consequences of
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221 \$ 89:222	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership as conduits —Partnership taxable income —Partnership for federal tax purposes—Consequences of classification
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221 \$ 89:222 \$ 89:223	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership as conduits —Partnership taxable income —Partnership for federal tax purposes—Consequences of classification —General rule: taxpayers can elect classification
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221 \$ 89:222 \$ 89:223 \$ 89:224	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership taxable income —Partnership for federal tax purposes—Consequences of classification —General rule: taxpayers can elect classification —Default classifications —Publicly traded partnerships Withholding tax applicable to foreign partners—
\$ 89:211 \$ 89:212 \$ 89:213 \$ 89:214 \$ 89:215 \$ 89:216 \$ 89:217 \$ 89:218 \$ 89:219 \$ 89:220 \$ 89:221 \$ 89:222 \$ 89:222 \$ 89:223 \$ 89:224 \$ 89:225	 —Branch level interest tax (BLIT) —Summary —Deferral of related party deductions —Anti-earnings stripping —Transfer pricing —Tax returns—Special tax return filings —FIRPTA tax regime —Statutory framework Taxation of limited liability companies (LLCs) and partnerships—LLCs as conduits —Partnership sa conduits —Partnership taxable income —Partnership for federal tax purposes—Consequences of classification —General rule: taxpayers can elect classification —Default classifications —Publicly traded partnerships

§ 89:228	Federal taxation of resident and nonresident alien individuals—United States citizens and resident aliens (United States residents)
§ 89:229	—Nonresident aliens
§ 89:230	— —Income effectively connected with a United States trade or business
§ 89:231	——Nonbusiness (FDAP) United States source income
§ 89:232	— — Capital gains of nonresident aliens
§ 89:233	Foreign Account Tax Compliance Act (FATCA)—An Overview
§ 89:234	Transactional analysis
§ 89:235	—Factual questions
§ 89:236	—Tax questions—Taxable presence
§ 89:237	— — How to reduce net United States taxable income
§ 89:238	— — United States taxable presence through a United States subsidiary or a branch

PART VIII. UNITED STATES BANKRUPTCY AND CHAPTER 11 REORGANIZATION LAW

§ 89:239	Types of legal recourse available to United States
	companies in financial difficulty
§ 89:240	Petition date and automatic stay
§ 89:241	Supervision of Chapter 11 cases—Committee
§ 89:242	—Debtor's duties in Chapter 11—Arranging financing to continue operations
§ 89:243	——Reviewing the debtor's contracts; assumption or rejection
§ 89:244	— Establishing the amounts of creditor claims
§ 89:245	 — Identifying and avoiding preferences, fraudulent conveyances, and unperfected transfers
§ 89:246	—Goal of Chapter 11—Confirmation of a plan of reorganization
§ 89:247	—Classification of claims
§ 89:248	—Disclosure statement and the confirmation process
§ 89:249	—Creditor rights before and after bankruptcy
§ 89:250	——Prepetition actions—Review of creditor's rights,
	workout
§ 89:251	— — Reclamation
§ 89:252	— — —Litigation
§ 89:253	— — —Involuntary bankruptcy petition
§ 89:254	——Postpetition actions—Complying with the automatic
	stay
§ 89:255	———Sales after bankruptcy
§ 89:256	— — Joining the committee
§ 89:257	— — —Assumption or rejection of executory contracts
§ 89:258	— — —Setoff
§ 89:259	— — — Objection to use or sale of collateral
§ 89:260	———Relief from the automatic stay
§ 89:261	— — —Establishing the claim
	č

PART IX. FRANCHISING AND OTHER FORMS OF DISTRIBUTION IN THE UNITED STATES

§ 89:262 In general § 89:263 General alternatives to marketing and distribution in the United States—Sales to intermediary wholesalers § 89:264 —Sales to unaffiliated retailers § 89:265 —Direct company retailing § 89:266 —Franchising § 89:267 -Sales agents § 89:268 —Strategic alliances § 89:269 —Licensing Regulation of offers and sales of franchises in the United § 89:270 States—Business relationship General alternatives to marketing and distribution in the § 89:271 United States—Legal regulation of franchises ——Programs that are franchises § 89:272 — FTC definition § 89:273 § 89:274 ——State definitions § 89:275 ——Avoiding the franchise laws --Jurisdictional rules § 89:276 § 89:277 — Requirements of the franchise laws § 89:278 —Franchise relationship laws § 89:279 —Business opportunity statutes

PART X. UNITED STATES CONSTRUCTION, ARCHITECTURE, AND ENGINEERING INDUSTRY: AN OVERVIEW FOR INTERNATIONAL INVESTORS

§ 89:280	In general
§ 89:281	Types of projects and contractors
§ 89:282	Other participants
§ 89:283	Types of owners
§ 89:284	How projects are obtained; commercial organization of projects
§ 89:285	—Public construction
§ 89:286	—Private construction
§ 89:287	—Structure of private projects
§ 89:288	—EPC and design-build contracting on public projects
§ 89:289	How projects are obtained; public-private partnerships (P3)
§ 89:290	Pricing structures
§ 89:291	—Cost-plus
§ 89:292	—Cost-plus Gmax
§ 89:293	—Lump sum
§ 89:294	—Note on quantity surveying and estimating
§ 89:295	Business climate
§ 89:296	Note about United States construction cost terminology

§ 89:297	How to get started in business
§ 89:298	Prospering in a heavily regulated industry
§ 89:299	Disputes in the construction industry
§ 89:300	Paths to success in the United States construction industry
§ 89:301	Conclusion

CHAPTER 90. VIETNAM

§ 90:1 Background

I. CONTRACT LAW

§ 90:2	In general
§ 90:3	Forms and interpretation of contracts
§ 90:4	Principal types of contracts
§ 90:5	Invalid contracts
§ 90:6	Cancellation of contracts
§ 90:7	Unilateral termination of contracts
§ 90:8	Damages
§ 90:9	Statute of limitations

II. DISPUTE RESOLUTION

§ 90:10	In general
§ 90:11	Conciliation and mediation
§ 90:12	International arbitration
§ 90:13	Foreign courts
§ 90:14	Domestic arbitration
§ 90:15	Vietnamese courts
§ 90:16	Enforcement process

III. CORPORATE LAWS

§ 90:17	In general
§ 90:18	Conditional sectors
§ 90:19	Licensing authority
§ 90:20	Investment forms
§ 90:21	Corporate Governance; shareholding limit for foreigners
§ 90:22	—Legal representatives
§ 90:23	—Management of an LLC
§ 90:24	—Management of a JSC
§ 90:25	—Choosing between an LLC and a JSC

IV. TAXATION

§ 90:26	Corporate income tax
$\S 90:27$	—CIT standard and preferential rate
§ 90:28	—CIT exemptions and reductions
§ 90:29	Capital transfer tax
§ 90:30	Value-added tax
_	•

§ 90:31	—VAT exemptions
§ 90:32	Special consumption tax
§ 90:33	Import and export duties
§ 90:34	—Import duty exemptions
§ 90:35	Natural resources tax
§ 90:36	Withholding tax; interest from offshore loans
§ 90:37	—Foreign contractor tax ("FCT")
§ 90:38	—Withholding method
§ 90:39	—Direct method
§ 90:40	Personal income tax
§ 90:41	—Exempt income and allowable deductions
§ 90:42	—PIT rates applicable to tax residents
§ 90:43	—PIT rates applicable to non-tax residents

V. EMPLOYMENT

§ 90:44	In general
§ 90:45	Foreign workers
§ 90:46	Work permits
§ 90:47	Employment contracts
§ 90:48	Probationary period
§ 90:49	Termination of employment
§ 90:50	—Dismissal
§ 90:51	Minimum wage, working hours, and overtime
§ 90:52	Internal labor regulations
§ 90:53	Trade unions

VI. INTELLECTUAL PROPERTY

0	In general
-	Protection of intellectual property rights in Vietnam
§ 90:56	Trademarks
§ 90:57	Patents
§ 90:58	Copyright

VII. BANKRUPTCY LAW

§ 90:59	In general
§ 90:60	Filing for bankruptcy
§ 90:61	Commencement of bankruptcy proceedings
§ 90:62	Asset administration and liquidation team ("AALT")
§ 90:63	Invalid transactions
§ 90:64	Permitted and prohibited activities during bankruptcy proceedings
§ 90:65	Restoration and the creditor conference
§ 90:66	Liquidation
§ 90:67	—Priority of claims and distribution
§ 90:68	Personal liability
8 90.69	Contacts

Volume 4

PART III. CISG MANUAL

CHAPTER 91. INTRODUCTION

I. INTRODUCTION

§ 91:1 In general

II. ORGANIZATION OF THE GUIDE TO PRACTICAL APPLICATIONS OF THE UN SALES CONVENTION

- § 91:2 Executive summary and checklist
- § 91:3 Detailed analysis: organization of the guide
- § 91:4 Annexures

CHAPTER 92. SUMMARY

I. EXECUTIVE SUMMARY

- § 92:1 An alternative sales code
- § 92:2 Subject
- § 92:3 Object
- § 92:4 Impact
- § 92:5 Buyer's interest vs. seller's interest
- § 92:6 Freedom of contract
- § 92:7 Convention is a compromise
- § 92:8 Compromise superior to other solutions
- § 92:9 Subjects addressed by the CISG
- § 92:10 Thrust of this presentation
- § 92:11 Significance of the CISG

II. CHECKLIST

- § 92:12 Scope of the CISG
- § 92:13 Acceptance of offer
- § 92:14 Revocation of offer
- § 92:15 Battle of the forms
- § 92:16 Precontractual liability
- § 92:17 Statute of frauds
- § 92:18 Delivery obligations and risk of loss
- § 92:19 Passage of title
- § 92:20 Retention of title
- § 92:21 Terms of payment
- § 92:22 Remedies
- § 92:23 Damages
- § 92:24 Interest

cxiv

§ 92:25	Reduction in price
§ 92:26	Specific performance
§ 92:27	Penalty clauses
§ 92:28	Avoidance
§ 92:29	Nachfrist
§ 92:30	Notice of lack of conformity
§ 92:31	Statute of limitations
§ 92:32	Exemptions
§ 92:33	Mitigation of loss
§ 92:34	Warranties
§ 92:35	Limitations of liability
§ 92:36	Miscellaneous issues
§ 92:37	Arbitration
§ 92:38	Declarations and reservations
§ 92:39	Issues not specifically addressed by the CISG
§ 92:40	Gap filling provisions
§ 92:41	Recommended response to a need for a gap-filling law
§ 92:42	Recommended contract language
§ 92:43	Terminology: steps that may be taken to add clarity and precision to contracts
§ 92:44	Contract modifications applicable to product environments
§ 92:45	Contract modifications international traders may wish to consider
§ 92:46	Excluding the CISG
§ 92:47	Excluding vs. including the CISG
§ 92:48	Including the CISG in instances in which it would not normally apply
§ 92:49	Contracts with government entities
§ 92:50	Tort claims
§ 92:51	Unjust enrichment
§ 92:52	Choice of law in international commercial contracts (conflicts)

CHAPTER 93. DETAILED ANALYSIS: INTRODUCTION

I. INTRODUCTION

§ 93:1 In general

II. PRIMARY SOURCES CITED

§ 93:2	Citations to the official records of the Vienna Conference
§ 93:3	Cross-check citations
§ 93:4	Case law
§ 93:5	Pace law school CISG database
§ 93:6	CISG online
§ 93:7	The UNILEX and UNCITRAL databases

III. RATIONALE FOR THE CISG

§ 93:8 In general

§ 93:9 Rabel
 § 93:10 Date-Bah
 § 93:11 The Law Commission of New Zealand
 § 93:12 Audit
 § 93:13 Schlechtriem
 § 93:14 Rabinowitz
 § 93:15 Thingbø

IV. SUCCESS OF THE CISG

- § 93:16 In general
- § 93:17 Various comments

CHAPTER 94. DETAILED ANALYSIS: PREAMBLE

- § 94:1 Text of the preamble
- § 94:2 Introduction
- § 94:3 Case law
- § 94:4 Specific provisions of the preamble: paragraph two
- § 94:5 Specific provisions of the preamble: paragraph three

CHAPTER 95. THE CISG IN ANALYSIS: SPHERE OF APPLICATION (AA 1-6)

I. OVERVIEW ARTICLES 1-6

§ 95:1 Introduction

II. ARTICLE 1: BASIC RULES OF APPLICABILITY

- § 95:2 Text
- § 95:3 Cross-check citations
- § 95:4 Leading case law citations
- § 95:5 Text of the Secretariat Commentary

A. ANALYSIS

- § 95:6 Contracts for sale
- § 95:7 Internationality and private international law
- § 95:8 Practical responses

III. ARTICLE 2: EXCLUSIONS

- § 95:9 Text
- § 95:10 Cross-check citations
- § 95:11 Leading case law citations
- § 95:12 Text of the Secretariat Commentary

A. ANALYSIS

§ 95:13 Introduction

cxvi

- § 95:14 Purpose; consumer sales (Art. 2(a))
- § 95:15 Type of transaction
- § 95:16 Kinds of property sold
- § 95:17 U.C.C. match up
- § 95:18 Practical responses

IV. ARTICLE 3: GOODS TO BE MANUFACTURED; SERVICES

- § 95:19 Text
- § 95:20 Cross-check citations
- § 95:21 Leading case law citations
- § 95:22 Text of the Secretariat Commentary

A. ANALYSIS

- § 95:23 Introduction
- § 95:24 Goods to be manufactured
- § 95:25 Supply of labor or services
- § 95:26 U.C.C. match up
- § 95:27 Practical responses

V. ARTICLE 4: ISSUES COVERED AND EXCLUDED

- § 95:28 Text
- § 95:29 Cross-check citations
- § 95:30 Leading case law citations
- § 95:31 Text of the Secretariat Commentary

A. ANALYSIS

- § 95:32 Introduction
- § 95:33 Aspects included and excluded generally
- \S 95:34 Excluded specifically: most issues involving validity of the contract
- § 95:35 Excluded: transfer of ownership
- § 95:36 U.C.C. match up
- § 95:37 Practical responses

VI. ARTICLE 5: EXCLUSION OF LIABILITY FOR DEATH, PERSONAL INJURY; PRODUCT LIABILITY

- § 95:38 Text
- § 95:39 Cross-check citations
- § 95:40 Leading case law citations
- § 95:41 Text of the Secretariat Commentary
- § 95:42 Analysis
- § 95:43 U.C.C. match up
- § 95:44 Practical responses

VII. ARTICLE 6: CONTRACTUAL AUTONOMY

§ 95:45 Text

§ 95:46	Cross-check citations		
§ 95:47	Leading case law citations		
§ 95:48	Text of the Secretariat Commentary		
A.	ANALYSIS		
§ 95:49	Scope and purpose		
§ 95:50	Excluding the convention		
§ 95:51	Choice of law clauses with specific reference to the CISG that also identifies gap-filling law		
§ 95:52	Automatic application of convention and ways to exclude the convention		
§ 95:53	Implicit or tacit exclusion of the CISG		
§ 95:54	Domestic implementing acts that address the subject of Article 6		
§ 95:55	Special governing law issues: master agreements (distributor agreements)		
§ 95:56	Battle-of-the-forms transactions		
§ 95:57	Prime contractor/subcontractor relationships		
§ 95:58	Including the convention in cases in which it would not normally apply		
§ 95:59	Derogating from or varying the effect of any provision of the convention		
§ 95:60	Limitations upon Article 6		
§ 95:61	What law governs when one derogates from the provisions of the convention?		
§ 95:62	Other factors to consider when departing from the convention		
§ 95:63	Supplementing the convention		
§ 95:64	U.C.C. match up		
§ 95:65	Practical responses		
СНАІ	PTER 96. THE CISC IN ANALYSIS:		

CHAPTER 96. THE CISG IN ANALYSIS: GENERAL PROVISIONS (AA 7–13)

I. OVERVIEW ARTICLES 7-13

§ 96:1 Introduction

II. ARTICLE 7: INTERPRETATION OF THE CISG

Text
Cross-check citations
Leading case law citations
Text of the Secretariat Commentary
Good faith and the U.C.C

A. ANALYSIS

§ 96:7 § 96:8	Introduction Internationality and uniformity of application
cxviii	

§ 96:9	Weight to be given to foreign judicial interpretations of the CISG
§ 96:10	Use of commentaries and other academic writings
§ 96:11	Observance of good faith in international trade
§ 96:12	Interpretative methodology
§ 96:13	Article 7 vs. Article 6
§ 96:14	Gaps in the CISG: Article 7(2)
§ 96:15	Suggested approaches to Article 7(2)
§ 96:16	Use of the UNIDROIT Principles (UP) and Principles of
	European Contract Law (PECL)
§ 96:17	Assessment
§ 96:18	Selection of the gap-filling law
§ 96:19	U.C.C. match up
§ 96:20	Practical responses

III. ARTICLE 8: INTERPRETATION OF STATEMENTS OR OTHER CONDUCT OF A PARTY

§ 96:21 Text
§ 96:22 Cross-check citations
§ 96:23 Leading case law citations
§ 96:24 Text of the Secretariat Commentary

A. ANALYSIS

§ 96:25 Introduction: interpretation of the contract § 96:26 Determination of subjective intent: Article 8(1) § 96:27 Determination of objective intent: Article 8(2) § 96:28 Mistake § 96:29 Proof and evidentiary material: Article 8(3) § 96:30 Other interpretational issues § 96:31 Standard terms and conditions § 96:32 Possible applications § 96:33 Scope of Article 8 § 96:34 Match-up with provisions of UNIDROIT Principles Match-up with provisions of U.S. Uniform Commercial § 96:35 Code § 96:36 Practical responses

IV. ARTICLE 9: USAGES AND PRACTICES APPLICABLE TO THE CONTRACT

§ 96:37 Text
§ 96:38 Cross-check citations
§ 96:39 Leading case law citations
§ 96:40 Text of the Secretariat Commentary

A. ANALYSIS

§ 96:41 Scope and purpose of Article 9

§ 96:42	Usages and practices agreed or established by the parties
§ 96:43	Nature of trade usages and differences between Article 9 and ULIS
§ 96:44	Elaboration on the meaning of CISG Article 9(2)
§ 96:45	Failure to incorporate ULIS 9(3) and significance of this
§ 96:46	Validity of trade usages
§ 96:47	Companion references to usages in Article 8(3) and elsewhere
§ 96:48	Concerns expressed
§ 96:49	Match-up with provisions of UNIDROIT Principles
§ 96:50	U.C.C. match up
§ 96:51	Practical responses

V. ARTICLE 10: DEFINITION OF "PLACE OF BUSINESS"

- § 96:52 Text
 § 96:53 Cross-check citations
 § 96:54 Leading case law citations
 § 96:55 Text of the Secretariat Commentary
 - A. ANALYSIS
- § 96:56 Scope and purpose
- $\S~96:57$ Meaning of place of business
- § 96:58 Match-up with provisions of UNIDROIT Principles
- § 96:59 Practical responses

VI. ARTICLE 11: INAPPLICABILITY OF DOMESTIC FORMALITY REQUIREMENTS

- § 96:60 Text
- § 96:61 Cross-check citations
- § 96:62 Leading case law citations
- § 96:63 Text of the Secretariat Commentary

A. ANALYSIS

- § 96:64 Scope and purpose
- § 96:65 Freedom of form
- § 96:66 Exceptions to this rule
- § 96:67 Other issues: agency, administrative law and government contracts
- § 96:68 Practical response

VII. ARTICLE 12: EXCEPTION: DECLARATION PRESERVING DOMESTIC WRITING REQUIREMENT

- § 96:69 Text
- § 96:70 Cross-check citations

TADIE	OF	CONTENTS

Table of Contents		
§ 96:71	Leading case law citations	
§ 96:72		
	·	
A.	ANALYSIS	
§ 96:73	Scope and purpose	
§ 96:74	Reservation states	
§ 96:75	Effect of an Article 96 declaration	
§ 96:76	Scope of an Article 96 declaration	
§ 96:77	U.C.C. match up	
§ 96:78	Practical responses	
VIII.	ARTICLE 13: TELEGRAM AND TELEX AS	
	"WRITING"	
§ 96:79	"WRITING" Text	
§ 96:79 § 96:80	Text	
o .	Text Cross-check citations	
§ 96:80	Text Cross-check citations Leading case law citations	
§ 96:80 § 96:81	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary	
§ 96:80 § 96:81 § 96:82 A.	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS	
\$ 96:80 \$ 96:81 \$ 96:82 A. \$ 96:83	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS Purpose and scope of Article 13	
\$ 96:80 \$ 96:81 \$ 96:82 A. \$ 96:83 \$ 96:84	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS Purpose and scope of Article 13 What is a writing?	
\$ 96:80 \$ 96:81 \$ 96:82 A. \$ 96:83 \$ 96:84 \$ 96:85	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS Purpose and scope of Article 13 What is a writing? CISG AC opinion	
\$ 96:80 \$ 96:81 \$ 96:82 A. \$ 96:83 \$ 96:84	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS Purpose and scope of Article 13 What is a writing?	
\$ 96:80 \$ 96:81 \$ 96:82 A. \$ 96:83 \$ 96:84 \$ 96:85	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary ANALYSIS Purpose and scope of Article 13 What is a writing? CISG AC opinion United Nations Convention on the Use of Electronic	

CHAPTER 97. THE CISG IN ANALYSIS: FORMATION OF THE CONTRACT (AA 14-24)

I. OVERVIEW ARTICLES 14-24

§ 97:1 Introduction § 97:2 Checklist § 97:3 Other relevant formation subjects

II. ARTICLE 14: CRITERIA FOR AN OFFER

§ 97:4 Text § 97:5 Cross-check citations § 97:6 Leading case law citations § 97:7 Text of Secretariat Commentary

A. ANALYSIS

§ 97:8 Scope and purpose § 97:9 The contracting process § 97:10 Proposal sent to one or more specific persons

§ 97:11	Proposal sent to other than one or more specific persons	
§ 97:12	Intention to be bound	
§ 97:13	Inclusion of standard terms	
§ 97:14	An offer must be sufficiently definite	
В.	OPEN-PRICE CONTRACTS UNDER ARTICLE 55	
§ 97:15	Introduction	
§ 97:16		
§ 97:17	**	
§ 97:18		
§ 97:19	Match-up of provisions on "definiteness of price" in the Convention and the Uniform Commercial Code	
§ 97:20	Practical response	
III.	ARTICLE 15: WHEN OFFER BECOMES	
	EFFECTIVE; PRIOR WITHDRAWAL	
§ 97:21	Text	
§ 97:22		
	Leading case law	
§ 97:24	Prior Uniform Law	
A.	ANALYSIS	
§ 97:25	Scope and purpose	
§ 97:26		
§ 97:27	Other grounds for the termination of the offer	
§ 97:28	Match-up with provisions of UNIDROIT Principles	
§ 97:29	Practical response	
IV. A	ARTICLE 16: REVOCABILITY OF OFFER	
§ 97:30	Text	
§ 97:31	Cross-check citations	
§ 97:32		
§ 97:33		
A.	ANALYSIS	
§ 97:34	Scope and purpose	
§ 97:35	Uncertainties	
§ 97:36	Long term options	
§ 97:37	Formation of the contract	
§ 97:38	Irrevocable offers, Paragraph 2(a); and reliance, Paragraph 2(b): read together	
§ 97:39	Domestic tort claims based on reliance on offer	
§ 97:40	Match-up with provisions of UNIDROIT Principles	
§ 97:41	Match-up of Article 16(2)(a) with the U.S. Uniform Commercial Code	
8 07.49	Practical response	
§ 97:42	Tractical response	

 cxxii

V. ARTICLE 17: REJECTION OF OFFER FOLLOWED BY ACCEPTANCE

- § 97:43 Text
- § 97:44 Cross-check citations
- § 97:45 Leading case law citations
- § 97:46 Text of Secretariat Commentary

A. ANALYSIS

- § 97:47 Scope and purpose
- § 97:48 Consequences of a rejection
- § 97:49 Effect of death or contractual incapacity
- § 97:50 Match-up with provisions of UNIDROIT Principles
- § 97:51 Practical response

VI. ARTICLE 18: ACCEPTANCE TIME AND MANNER FOR INDICATING ASSENT

- § 97:52 Text
- § 97:53 Cross-check citations
- § 97:54 Leading case law citations
- § 97:55 Text of Secretariat Commentary

A. ANALYSIS

- § 97:56 Scope and purpose
- § 97:57 Requirements for a valid acceptance
- § 97:58 Conduct signifying acceptance without notification
- § 97:59 Commercial letters of confirmation
- § 97:60 Timeliness of the acceptance
- § 97:61 Match-up with provisions of UNIDROIT Principles
- § 97:62 Match-up with provisions of United States Uniform Commercial Code
- § 97:63 Practical response

VII. ARTICLE 19: "ACCEPTANCE" WITH MODIFICATIONS

- § 97:64 Text
- § 97:65 Cross-check citations
- § 97:66 Leading case law citations
- § 97:67 Text of Secretariat Commentary

A. ANALYSIS

- § 97:68 Scope and purpose
- § 97:69 General rule: acceptance with nonmaterial modifications
- § 97:70 Battle of the forms
- § 97:71 Match-up with provisions of UNIDROIT Principles
- § 97:72 Match-up with provisions of United States Uniform Commercial Code

§ 97:73	• •
\$ 07.74	problems
§ 97:74	
§ 97:75	
	report on routines developed by a large diversified corporation
	corporation
VIII.	ARTICLE 20: INTERPRETATION OF OFFERER'S TIME LIMITS FOR ACCEPTANCE
§ 97:76	Text.
§ 97:77	20110
§ 97:78	
§ 97:79	
3 01.10	Text of Secretariat Commentary
A.	ANALYSIS
§ 97:80	Scope and purpose
§ 97:81	Commencement of the time calculation
§ 97:82	Termination of the time calculation
§ 97:83	Modern methods of communication
§ 97:84	Match-up with provisions of UNIDROIT Principles
§ 97:85	Practical response
TT7 A	
	ARTICLE 21: LATE ACCEPTANCE: RESPONSE BY DFFERER
§ 97:86	Text
§ 97:87	Cross-check citations
§ 97:88	Leading case law citations
§ 97:89	Text of Secretariat Commentary
A.	ANALYSIS
§ 97:90	Scope and purpose
§ 97:91	Issue 1
§ 97:92	Match-up with provisions of UNIDROIT Principles
§ 97:93	Practical response
Ü	•
X. A	RTICLE 22: WITHDRAWAL OF ACCEPTANCE
§ 97:94	Text
§ 97:95	Cross-check citations
§ 97:96	Leading case law citations
§ 97:97	Text of Secretariat Commentary
A.	ANALYSIS
§ 97:98	Scope and purpose
§ 97:99	Retraction of acceptance and bad faith behavior
§ 97:100	
9 0	. The state of the

 cxxiv

§ 97:101 Practical response

XI. ARTICLE 23: EFFECT OF ACCEPTANCE: TIME OF CONCLUSION OF CONTRACT

- § 97:102 Text
- § 97:103 Cross-check citations
- § 97:104 Leading case law citations
- § 97:105 Text of Secretariat Commentary

A. ANALYSIS

- § 97:106 Scope and purpose
- § 97:107 Time of the contract
- § 97:108 Match-up of provisions on "Definiteness of Price" in the Convention and the Uniform Commercial Code
- § 97:109 Practical response

XII. ARTICLE 24: COMMUNICATION "REACHES" THE ADDRESSEE

- § 97:110 Text
- § 97:111 Cross-check citations
- § 97:112 Leading case law citations
- § 97:113 Text of Secretariat Commentary

A. ANALYSIS

- § 97:114 Scope and purpose
- § 97:115 Meaning of "reach"
- § 97:116 Acceptance in a foreign language
- § 97:117 Electronic communications
- § 97:118 Match-up with provisions of UNIDROIT Principles
- § 97:119 Counterpart provisions of the United States Uniform Commercial Code
- § 97:120 Practical response

XIII. PRE-CONTRACT FORMATION

- § 97:121 Cross-check citations
- § 97:122 Introduction
- § 97:123 Pre-contractual liability under domestic law
- § 97:124 Pre-contractual liability under the Convention
- § 97:125 Legislative history and post-conference rebuttal legislative history
- § 97:126 Practical response

CHAPTER 98. THE CISG IN ANALYSIS: SALE OF GOODS—GENERAL PROVISIONS (AA 25-29)

I. OVERVIEW ARTICLES 25 TO 29

§ 98:1 Introduction

II. ARTICLE 25: DEFINITION OF "FUNDAMENTAL BREACH"

- § 98:2 Text § 98:3 Cross-check citations
- § 98:4 Leading case law citations
- § 98:5 Text of Secretariat Commentary

A. ANALYSIS

- § 98:6 Scope and purpose
- § 98:7 Significance of the concept of fundamental breach
- § 98:8 Analysis of "fundamental breach"
- § 98:9 Key words used to define fundamental breach
- § 98:10 Specific instances
- § 98:11 Burden of proof
- § 98:12 Assessment on the application of Article 25
- § 98:13 Comparison with European legal systems
- § 98:14 Match-up with provisions of UNIDROIT Principles
- § 98:15 Comparison with the common law and U.S. Uniform Commercial Code
- § 98:16 Rationales for the Convention's emphasis on preservation of the contract
- § 98:17 Practical response

III. ARTICLE 26: NOTICE OF AVOIDANCE

- § 98:18 Text
- § 98:19 Cross-check citations
- § 98:20 Leading case law citations
- § 98:21 Text of Secretariat Commentary

A. ANALYSIS

- § 98:22 Scope and purpose
- § 98:23 Nature and form of the notice and its transmission
- § 98:24 Match-up with provisions of UNIDROIT Principles
- § 98:25 Match-up with U.S. Uniform Commercial Code
- § 98:26 Practical response

IV. ARTICLE 27: DELAY OR ERROR IN COMMUNICATION

- § 98:27 Text
- § 98:28 Cross-check citations
- § 98:29 Leading case law citations
- § 98:30 Text of Secretariat Commentary on Article 27

A. ANALYSIS

§ 98:31 Scope and purpose

cxxvi

TABLE	OF	Contents
-------	----	----------

- § 98:32 Revocation of the avoidance notice
- § 98:33 Match-up with provisions of UNIDROIT Principles

B. DECLARATIONS GOVERNED BY ARTICLE 27

§ 98:34 Practical response

V. ARTICLE 28: SPECIFIC PERFORMANCE AND THE RULES OF THE FORUM

- § 98:35 Text
- § 98:36 Cross-check citations
- § 98:37 Leading case law citations
- § 98:38 Excerpts from Secretariat Commentary

A. ANALYSIS

- § 98:39 Scope and purpose
- § 98:40 Overview of Article 28
- § 98:41 Additional guidance derived from ULIS antecedents the phrase "under its own law"
- § 98:42 Derogation from Article 28
- § 98:43 Enforcement issues
- § 98:44 Practical considerations
- § 98:45 Match-up with provisions of United States Uniform Commercial Code buyer's right to require performance by the seller
- § 98:46 Practical response

VI. ARTICLE 29. MODIFICATION OF CONTRACT; REQUIREMENT OF A WRITING

- § 98:47 Text
- § 98:48 Cross-check citations
- § 98:49 Leading case law citations
- § 98:50 Text of Secretariat Commentary

A. ANALYSIS

- § 98:51 Scope and purpose
- § 98:52 Freedom of form in modification and abrogation
- § 98:53 Modification or abrogation of a written contract
- § 98:54 Modification of contracts where writing is mandatory
- § 98:55 Modification by conduct
- § 98:56 NOM clauses, merger clauses, and parol evidence
- § 98:57 Settlements as modifications
- § 98:58 Match-up with provisions of UNIDROIT Principles
- § 98:59 Match-up with provisions of the Uniform Commercial Code
- § 98:60 Practical response

CHAPTER 99. THE CISG IN ANALYSIS: OBLIGATIONS OF THE SELLER (AA 30–34)

I. OVERVIEW ARTICLES 30-34

§ 99:1 Introduction

II. ARTICLE 30: SUMMARY OF SELLER'S OBLIGATIONS

§ 99:2	Text
§ 99:3	Cross-check citations
§ 99:4	Leading case law citations
§ 99:5	Text of Secretariat Commentary

A. ANALYSIS

§ 99:6	Scope and purpose
§ 99:7	Delivery of the goods
§ 99:8	Handing over of the documents
§ 99:9	Transfer of the property in the goods
§ 99:10	Retention of title
§ 99:11	Retention of documents
§ 99:12	Match-up with provisions of United States Uniform
	Commercial Code
§ 99:13	Practical response
§ 99:14	Addendum: Road map to the Incoterms® (2020)

III. ARTICLE 31: PLACE OF DELIVERY

Text
Cross-check citations
Leading case law citations
Text of Secretariat Commentary

A. ANALYSIS

§ 99:19	Scope and purpose
§ 99:20	Seller's primary obligations
§ 99:21	Article 31 and jurisdiction
§ 99:22	Meaning of "carriage"
§ 99:23	Need for added precision
§ 99:24	Match-up with provisions of the Uniform Commercial Code
§ 99:25	Recommended practical response

IV. ARTICLE 32: SHIPPING ARRANGEMENTS

§ 99:26	Text Article 32
§ 99:27	Cross-check citations
§ 99:28	Leading case law citations
§ 99:29	Text of Secretariat Commentary on Article 32

cxxviii

Λ	Λ	JA	TΣ	701	Q
Α.	AI	N A	ΙÆΥ	וכו	

- § 99:30 Scope and purpose
- § 99:31 Delivery and risk
- § 99:32 Electronic notification
- § 99:33 Match-ups with provisions of United States Uniform Commercial Code
- § 99:34 Practical response

V. ARTICLE 33: TIME FOR DELIVERY

- § 99:35 Text
- § 99:36 Cross-check citations
- § 99:37 Leading case law citations
- § 99:38 Text of Secretariat Commentary

A. ANALYSIS

- § 99:39 Scope and purpose
- § 99:40 Delivery on or by a specific date
- § 99:41 Delivery within an agreed period
- § 99:42 Delivery not specified: within a reasonable time
- § 99:43 Late performance as a fundamental breach
- § 99:44 Match-up with provisions of the Uniform Commercial Code
- § 99:45 Practical response

VI. ARTICLE 34: DOCUMENTS RELATING TO THE GOODS

- § 99:46 Text
- § 99:47 Cross-check citations
- § 99:48 Leading case law citations
- § 99:49 Secretariat Commentary on first sentence of Article 34
- § 99:50 Secretariat Commentary: second and third sentences of [Article 34]

A. ANALYSIS

- § 99:51 Scope and purpose
- § 99:52 Contractually agreed upon documents
- § 99:53 Inadequate documentation as a fundamental breach
- § 99:54 Seller's right to cure
- § 99:55 Match-up with provisions of the Uniform Commercial Code
- § 99:56 Uniform customs and practices for documentary credits
- § 99:57 Practical response

CHAPTER 100. THE CISG IN ANALYSIS: CONFORMITY OF THE GOODS AND THIRD PARTY CLAIMS (AA 35–44)

I. OVERVIEW ARTICLES 35-44

§ 100:1 Introduction

II. ARTICLE 35: SUMMARY OF SELLER'S OBLIGATIONS

- § 100:2 Text
- § 100:3 Cross-check citations
- § 100:4 Leading case law citations
- § 100:5 Text of Secretariat Commentary

A. ANALYSIS

- § 100:6 Scope and purpose
- § 100:7 Conformity with the agreement
- § 100:8 Delivery of wrong goods (an aliud delivery)
- § 100:9 Conformity with an objective standard
- § 100:10 Defects of which the buyer knew or could not have been unaware—Article 35(3)
- § 100:11 Disclaimers
- § 100:12 Time to determine conformity
- § 100:13 Defect in materials supplied by the buyer
- § 100:14 Claims and lawsuits
- § 100:15 Burden of proof
- § 100:16 "Warranty" obligations under the Convention and the U.C.C. general observations
- § 100:17 Match-up with U.S. Uniform Commercial Code
- § 100:18 Practical response

III. ARTICLE 36: DAMAGE TO GOODS: EFFECT ON CONFORMITY

- § 100:19 Text
- § 100:20 Cross-check citations
- § 100:21 Leading case law citations
- § 100:22 Text of Secretariat Commentary

A. ANALYSIS

- § 100:23 Scope and purpose
- § 100:24 Nonconformity at the time of the transfer of risk
- § 100:25 Guarantees and warranties
- § 100:26 Match-up with U.S. Uniform Commercial Code
- § 100:27 Practical response

IV. ARTICLE 37: RIGHT TO CURE UP TO THE DATE FOR DELIVERY

- § 100:28 Text
- § 100:29 Cross-check citations
- § 100:30 Leading case law citations
- § 100:31 Text of Secretariat Commentary

A. ANALYSIS

§ 100:32 Scope and purpose

TABLE OF	Contents
§ 100:33 § 100:34 § 100:35	Seller's right to cure lack of conformity Match-up with provisions of UNIDROIT Principles Match-up with U.S. Uniform Commercial Code
V. AR	TS. 38 THROUGH 44: NOTICE PROVISIONS
§ 100:36 § 100:37 § 100:38	Introduction Essence of Articles 38, 39, 44 and 40 Comparison with U.S. Uniform Commercial Code
VI. AI	RTICLE 38: TIME FOR EXAMINING THE GOODS
§ 100:39 § 100:40 § 100:41 § 100:42	Text Cross-check citations Leading case law citations Text of Secretariat Commentary
A.	ANALYSIS
\$ 100:43 \$ 100:44 \$ 100:45 \$ 100:46 \$ 100:47 \$ 100:48 \$ 100:50 \$ 100:50 \$ 100:51 \$ 100:52 \$ 100:53 \$ 100:54 \$ 100:55 \$ 100:56 \$ 100:57	Scope and purpose Linkage of Article 38 and Article 39: loss of remedies Time for examination Nature of the examination Prior knowledge of the buyer Sophistication of the goods Sophistication of the buyer or the technical facilities/ expertise available to the buyer Impediments relating personally to the buyer or to those in charge of examining the goods Extent of the examination required Warranty clauses and guarantees Role of the contract and usages Waiver of the rights by the seller Deferred examinations Paragraph (2): sales involving carriage of the goods Paragraph (3): redirection in transit or redispatch of the goods Practical response
	RTICLE 39: NOTICE OF LACK OF CONFORMITY
§ 100:59 § 100:60 § 100:61 § 100:62	Text Cross-check citations Leading case law citations Text of Secretariat Commentary
A.	ANALYSIS
§ 100:63 § 100:64	Scope and purpose Effective date of notice buyer's rights in event notice does not reach seller

§ 100:65	Requirement: What is a reasonable time under Article 39(1)?
§ 100:66	Apparent vs. hidden defects
§ 100:67	Rejection vs. retention of goods
§ 100:68	Requirement that notice specify "nature of the lack of conformity" in general
§ 100:69	Loss of remedies
§ 100:70	Miscellaneous subjects
§ 100:71	Loss of remedies Article 39(2): legislative history
§ 100:72	Article 39(2): text of Secretariat Commentary
§ 100:73	Scope and purpose
§ 100:74	Two-year cutoff period applicable to latent as well as apparent defects
§ 100:75	Notice when there is a contract guarantee
§ 100:76	Contract guarantees as limitations or extensions of obligations
§ 100:77	Domestic law vs. the Convention: statutes of limitation
§ 100:78	Impact of domestic validity laws in the event of mistake
§ 100:79	Tort vs. contract remedies
§ 100:80	Practical response

VIII. ARTICLE 44: REASONABLE EXCUSE FOR FAILURE TO GIVE NOTICE

§ 100:81	Text
§ 100:82	Cross-check citations
§ 100:83	Leading case law
§ 100:84	Legislative history
§ 100:85	The compromise
§ 100:86	Scope of Article 44
§ 100:87	Significance of Article 44
§ 100:88	Seller's concerns and possible responses
§ 100:89	Practical response

IX. ARTICLE 40: SELLER'S KNOWLEDGE OF NONCONFORMITY

§ 100:90 § 100:91 § 100:92 § 100:93	Text Cross-check citations Leading case law citations Text of the Secretariat Commentary on Article 40
A.	ANALYSIS
§ 100:94	Scope and purpose
§ 100:95	Seller's failure to disclose known nonconformity
§ 100:96	Burden of proof
§ 100:97	Practical response

X. THIRD-PARTY CLAIMS (PROPERTY IN THE GOODS): ARTS. 41, 43, AND 44

§ 100:98 Overview

cxxxii

XI. ARTICLE 41: THIRD PARTY CLAIMS TO GOODS

- § 100:99 Text
- § 100:100 Cross-check citations
- § 100:101 Leading case law citations
- § 100:102 Text of Secretariat Commentary

A. ANALYSIS

- § 100:103 Scope and purpose
- § 100:104 Obligation to deliver goods free of third party claims
- § 100:105 Types of third-party rights or claims that fall within the scope of Article 41
- § 100:106 When must the right or claim exist?
- § 100:107 Territorial limits?
- § 100:108 Domestic law issues in general
- § 100:109 Validity issues
- § 100:110 Knowledge vs. agreement, express or implied
- § 100:111 Significance of rights vs. claims
- § 100:112 Match-up with U.S. Uniform Commercial Code
- § 100:113 Practical response

XII. ARTICLE 43; ARTICLE 44: NOTICE OF THIRD-PARTY CLAIM; EXCUSE FOR FAILURE TO NOTIFY

- § 100:114 Text
- § 100:115 Cross-check citations
- § 100:116 Leading case law citations
- § 100:117 Text of Secretariat Commentary

A. ANALYSIS

- § 100:118 Scope and purpose
- § 100:119 Loss of remedies Article 43
- § 100:120 Impact of Article 44
- § 100:121 Seller's knowledge, Article 43(2)
- § 100:122 Match-ups with U.S. Uniform Commercial Code
- § 100:123 Practical response

XIII. THIRD-PARTY CLAIMS (INFRINGEMENT): ARTS. 42, 43, AND 44

- § 100:124 Text
- § 100:125 Cross-check citations
- § 100:126 Leading case law citations
- § 100:127 Text of Secretariat Commentary

A. ANALYSIS

§ 100:128 Scope and purpose

§ 100:129 Extent and nature of the seller's liability
§ 100:130 Knowledge of the buyer
§ 100:131 Match-up with U.S. Uniform Commercial Code
§ 100:132 Practical advice on patent clauses in general

CHAPTER 101. THE CISG IN ANALYSIS: REMEDIES FOR BREACH OF CONTRACT (AA 45–52)

I. OVERVIEW ARTICLES 45-52

§ 101:1	Introduction
§ 101:2	Introduction to review of remedies comparison of buyer's and seller's remedies under the Convention
§ 101:3	Overall perspective on Article 45 and Article 61
§ 101:4	Remedial provisions of the Convention
§ 101:5	Is the Convention buyer-protective or seller-protective?
§ 101:6	Structural comparison of the Convention and the U.C.C
§ 101:7	Match-up with provisions of U.S. Uniform Commercial Code
§ 101:8	U.C.C. vs CISG: more attention to specific details vs. greater reliance on general principles
§ 101:9	A defect common to the Convention and the U.C.C. and the solution both sales codes have adopted
§ 101:10	Summary: comparisons of buyer's and seller's remedies under the Convention and the Uniform Commercial

II. ARTICLE 45: REMEDIES AVAILABLE TO THE BUYER

- § 101:11 Text
- § 101:12 Cross-check citations
- § 101:13 Leading case law citations
- § 101:14 Text of Secretariat Commentary

A. ANALYSIS

- § 101:15 Scope and purpose
- § 101:16 Breach as a prerequisite
- § 101:17 Choice of remedies
- § 101:18 Article 45 as foundation for claims for damages
- § 101:19 Prohibition on providing periods of grace by courts and tribunals
- § 101:20 Comparison of U.C.C. and CISG remedial schemes
- § 101:21 Practical response

III. ARTICLE 46: BUYER'S RIGHT TO COMPEL PERFORMANCE

§ 101:22 Text

Table of Contents

_	101:23	Cross-check citations
_	101:24	Leading case law citations
Š	101:25	Text of Secretariat Commentary
	A.	ANALYSIS
§	101:26	Scope and purpose
	101:27	Interaction with other articles of the Convention
	101:28	Priority of the right claim specific performance
§	101:29	Right to require damages in addition to performance; possible modification of the contract; resort to inconsistent remedies
§	101:30	Choice of performance remedy is that of the buyer, subject to paragraphs (2) or (3)
§	101:31	Substitute goods: Article 46(2)
§	101:32	Relevance of Article 82
§	101:33	Applicability to Article 41
§	101:34	Similarities and differences between the wording of Article 46(2) and (3)
§	101:35	Buyer's right to claim repair: Article 46(3)
§	101:36	Article 46(2) or (3) and Article 28
	101:37	Match-up with provisions of UNIDROIT Principles
§	101:38	Comparison with U.S. Uniform Commercial Code
§	101:39	Practical response
Ι	V. AI	RTICLE 47: BUYER'S NOTICE FIXING
	Al	DDITIONAL FINAL PERIOD FOR
	PI	ERFORMANCE
§	101:40	Text
_	101:41	Cross-check citations
§	101:42	Leading case law citations
_	101:43	Text of Secretariat Commentary on Article 47
	A.	ANALYSIS
8	101:44	Scope and purpose
_	101:45	Should buyer utilize the Nachfrist procedure?
_	101:46	Consequence of the Nachfrist
_	101:47	Buyer not deprived of right to damages for delay
_	101:48	How to utilize the Nachfrist procedure: nature of the warning that must be given
§	101:49	The time period: what precisely is a "reasonable length?"

V. ARTICLE 48: CURE AFTER DATE FOR DELIVERY; REQUEST FOR CLARIFICATION

Match-up with provisions of UNIDROIT Principles

Comparison with U.S. Uniform Commercial Code

When does the notice become effective?

Practical response

§ 101:54 Text

§ 101:50

§ 101:51

§ 101:52

§ 101:53

Ş	101:55	Cross-check citations
-	101:56	Leading case law citations
§	101:57	Text of Secretariat Commentary
		4344447777
	A.	ANALYSIS
§	101:58	Scope and purpose
§	101:59	Seller's right to cure
§	101:60	Does an offer to cure apply to delay in delivery as well as nonconformity of goods?
§	101:61	Is an offer to cure relevant to a determination of fundamental breach?
§	101:62	Can seller make a rightful offer to cure after buyer has avoided the contract?
§	101:63	Restrictions on right to cure: Unreasonable delay, inconvenience, or uncertainty of reimbursement
§	101:64	Buyer's right to claim damages; cost of cure
_	101:65	Contents of notice of offer to cure
-	101:66	Repair vs. substitution
-	101:67	Buyer's rights to cure
_	101:68	Match-up with provisions of UNIDROIT Principles
§	101:69	Match-up with provisions of the Uniform Commercial Code
8	101:70	Proctical reasons
9	101.70	Practical response
_		
_	/I. AI	RTICLE 49: BUYER'S RIGHT TO AVOID THE
7	Л. AI С	
\ §	7 I. Al C(RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text
\ \ \ \ \	7I. Al C(101:71 101:72	RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text Cross-check citations
\ \ \ \ \ \ \ \	7I. Al C(101:71 101:72 101:73	RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text Cross-check citations Leading case law citations
\ \ \ \ \ \ \ \	7I. Al C(101:71 101:72	RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text Cross-check citations
\ \ \ \ \ \ \ \	7I. Al C(101:71 101:72 101:73	RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text Cross-check citations Leading case law citations
\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	7I. Al C(101:71 101:72 101:73 101:74	RTICLE 49: BUYER'S RIGHT TO AVOID THE ONTRACT Text Cross-check citations Leading case law citations Text of Secretariat Commentary
\$ 8 8 8	7I. Al CO 101:71 101:72 101:73 101:74 A.	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS
\ \\$\\$\\$\\$\\$\\$\\$\\$\\$	7I. Al C(101:71 101:72 101:73 101:74 A. 101:75	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid
\ \$ \$ \$ \$ \$ \$ \$ \$	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of
\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:78 101:79	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:78 101:79 101:80	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:78 101:80 101:81 101:82 101:83	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods Late delivery of the goods Lack of conformity of the goods Third-party claims
	7I. Al C0 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:80 101:81 101:82	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods Late delivery of the goods Lack of conformity of the goods
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:78 101:80 101:81 101:82 101:83	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods Late delivery of the goods Lack of conformity of the goods Third-party claims Other breaches of a contract (including the breach of an
	7I. Al CC 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:80 101:81 101:82 101:83 101:84	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods Late delivery of the goods Lack of conformity of the goods Third-party claims Other breaches of a contract (including the breach of an ancillary term of a contract)
	7I. Al CO 101:71 101:72 101:73 101:74 A. 101:75 101:76 101:77 101:80 101:81 101:82 101:83 101:84 101:85	Text Cross-check citations Leading case law citations Text of Secretariat Commentary ANALYSIS Scope and purpose Buyer's right to avoid There are prerequisites to perfection and preservation of the right to avoid Consequences of avoidance Categories of breach that may prompt avoidance Nondelivery of the goods Late delivery of the goods Lack of conformity of the goods Third-party claims Other breaches of a contract (including the breach of an ancillary term of a contract) Match-up with provisions of UNIDROIT Principles

VII. ARTICLE 50: REDUCTION OF THE PRICE

- § 101:88 Text
- § 101:89 Cross-check citations
- § 101:90 Leading case law citations
- § 101:91 Text of Secretariat Commentary

A. ANALYSIS

- § 101:92 Scope and purpose
- § 101:93 Historical basis for Article 50
- § 101:94 The manner in which article 50 operates
- § 101:95 Price reduction can be effected by unilateral declaration of the buyer
- § 101:96 An Article 50 price reduction is not subject to various defenses applicable to other remedies
- § 101:97 Seller's refusal to accept repair or substitute goods
- § 101:98 Force majeure-type defenses
- § 101:99 Failure to mitigate losses
- § 101:100 Failure to act within a reasonable time
- § 101:101 Buyer's inability to return goods in same condition
- § 101:102 Quantification of price reduction vs damages
- § 101:103 Comparison with U.S. Uniform Commercial Code
- § 101:104 Practical response

VIII. ARTICLE 51: NON-CONFORMITY OF PART OF THE GOODS

- § 101:105 Text
- § 101:106 Cross-check citations
- § 101:107 Leading case law citations
- § 101:108 Text of Secretariat Commentary

A. ANALYSIS

- § 101:109 Scope and purpose
- § 101:110 Partial avoidance
- § 101:111 Avoidance in total
- § 101:112 Match-up with U.S. Uniform Commercial Code
- § 101:113 Practical response

IX. ARTICLE 52: EARLY DELIVERY; EXCESS QUANTITY

- § 101:114 Text
- § 101:115 Cross-check citations
- § 101:116 Leading case law citations
- § 101:117 Text of Secretariat Commentary

A. ANALYSIS

§ 101:118 Scope and purpose

•	Early delivery
§ 101:120	Excess quantity: buyer may take delivery of all or refuse the excess
§ 101:121	Match-up with U.S. Uniform Commercial Code
§ 101:122	Practical response

Volume 5

CHAPTER 102. THE CISG IN ANALYSIS: OBLIGATIONS OF THE BUYER AND SELLER'S REMEDIES (AA 53–65)

I. OVERVIEW ARTICLES 53-65

§ 102:1 Introduction

II. ARTICLE 53: BUYER'S PRINCIPAL OBLIGATIONS

§ 102:2	Text
§ 102:3	Cross-check citations
§ 102:4	Leading case law citations
§ 102:5	Text of Secretariat Commentary

A. ANALYSIS

§ 102:6	Scope and purpose
§ 102:7	Duty to pay for the goods
§ 102:8	Currency of payment
§ 102:9	Duty to take delivery
§ 102:10	Other obligations
§ 102:11	Practical response

III. ARTICLE 54: ENABLING STEPS

 § 102:13 Cross-check citations § 102:14 Leading case law citations § 102:15 Text of Secretariat Commentary 	§ 102:15 Text of Secretariat Commentary	§ 102:14	Cross-check citations Leading case law citations
--	---	----------	---

A. ANALYSIS

§ 102:16	Scope and purpose
§ 102:17	Best efforts v. success of steps to be taken
§ 102:18	Can a buyer be held responsible for the success of his activities?
§ 102:19	Failure to open a letter of credit
§ 102:20	Comparison with U.S. Uniform Commercial Code
§ 102:21	Recommended response

IV. ARTICLE 55: OPEN-PRICE CONTRACTS

§ 102:22 Text

cxxxviii

TABLE OF CONTENTS

- § 102:23 Cross-check citations
 § 102:24 Leading case law citations
 § 102:25 Text of Secretariat Commentary

 A. ANALYSIS
 § 102:26 Scope and purpose
 § 102:27 Validity despite open price
 § 102:28 Instances where Article 55 has not been applied
 § 102:29 Method of determining the price under Article 55
- § 102:31 Practical response

V. ARTICLE 56: NET WEIGHT

§ 102:32 Text

§ 102:30

- § 102:33 Cross-check citations
- § 102:34 Leading case law citations
- § 102:35 Text of Secretariat Commentary

A. ANALYSIS

- § 102:36 Scope and purpose
- § 102:37 Practical response

VI. ARTICLE 57: PLACE FOR PAYMENT

Match-up with provisions of UNIDROIT Principles

- § 102:38 Text
- § 102:39 Cross-check citations
- § 102:40 Leading case law citations
- § 102:41 Text of Secretariat Commentary

A. ANALYSIS

- § 102:42 Scope and purpose
- § 102:43 Default rule: payment at the seller's place of business
- § 102:44 Agreement for payment in exchange for goods or documents (Art. 57(1)(b))
- § 102:45 Place of payment: damages, restitution, setoff, etc
- § 102:46 Jurisdiction for suit Article 57 and domestic rules of procedure
- § 102:47 Match-up with U.S. Uniform Commercial Code
- § 102:48 Practical response

VII. ARTICLE 58: TIME FOR PAYMENT; INSPECTION OF THE GOODS

- § 102:49 Text
- § 102:50 Cross-check citations
- § 102:51 Leading case law citations
- § 102:52 Text of Secretariat Commentary

A. ANALYSIS

- § 102:53 Scope and purpose
- § 102:54 Duty to pay: concurrence of performance
- § 102:55 Partial delivery—Partial payment
- § 102:56 Required documentation
- § 102:57 Suspension of payment duties by agreement
- § 102:58 Date from which interest accrues
- § 102:59 Right to withhold payment
- § 102:60 Contracts involving carriage (Art. 58(2))
- § 102:61 Examination of goods before payment
- § 102:62 Match-Up with U.S. Uniform Commercial Code
- § 102:63 Practical response

VIII. ARTICLE 59: PAYMENT DUE WITHOUT REQUEST

- § 102:64 Text
- § 102:65 Cross-check citations
- § 102:66 Leading case law citations
- § 102:67 Text of Secretariat Commentary

A. ANALYSIS

- § 102:68 Scope and purpose
- § 102:69 Payment due in terms of contract or the CISG
- § 102:70 Comparison with U.C.C. and other laws

IX. ARTICLE 60: BUYER'S OBLIGATION TO TAKE DELIVERY

- § 102:71 Text
- § 102:72 Cross-check citations
- § 102:73 Leading case law citations
- § 102:74 Text of Secretariat Commentary

A. ANALYSIS

- § 102:75 Scope and purpose
- § 102:76 Duty to take delivery a primary duty
- § 102:77 Acts reasonably expected of the buyer to enable delivery
- § 102:78 Cooperation
- § 102:79 "Taking over the goods"
- § 102:80 Practical response

X. SECTION III. REMEDIES FOR BREACH OF CONTRACT BY THE BUYER

- § 102:81 Overview
- § 102:82 Comparison of buyer's and seller's remedies under the Convention

XI. ARTICLE 61: REMEDIES AVAILABLE TO SELLER

- § 102:83 Text
- § 102:84 Cross-check citations
- § 102:85 Leading case law citations
- § 102:86 Text of Secretariat Commentary

A. ANALYSIS

- § 102:87 Scope and purpose
- § 102:88 Period of grace
- § 102:89 Match-up of Article 61 and Section 2-703 of Uniform Commercial Code
- § 102:90 Practical response

XII. ARTICLE 62: SELLER'S RIGHT TO COMPEL PERFORMANCE

- § 102:91 Text
- § 102:92 Cross-check citations
- § 102:93 Leading case law citations
- § 102:94 Text of Secretariat Commentary

A. ANALYSIS

- § 102:95 Scope and purpose
- § 102:96 Action to compel payment: specific performance?
- § 102:97 Cross-references to Articles 62/28 include Articles 7, 79, 78, 77, 85, and 88
- § 102:98 Match-up with provisions of UNIDROIT Principles

XIII. ARTICLE 63: SELLER'S NOTICE FIXING ADDITIONAL FINAL PERIOD FOR PERFORMANCE

- § 102:99 Text
- § 102:100 Cross-check citations
- § 102:101 Leading case law citations
- § 102:102 Text of Secretariat Commentary

A. ANALYSIS

- § 102:103 Scope and purpose
- § 102:104 Practical illustration: ICC Arbitration Case No. 11849
- § 102:105 Should seller utilize the Nachfrist procedure?
- § 102:106 Nature of the notice seller must give to qualify under Article 63
- § 102:107 Period of time recited in the notice
- § 102:108 When does the notice become effective?
- § 102:109 Can a Nachfrist be set before there is a delay?
- § 102:110 Right to avoid the contract

§ 102:111 Right to require buyer to perform
 § 102:112 Right to damages vs. other rights to compensation
 § 102:113 Avoidance for another fundamental breach: right to rely on a failure caused by the buyer
 § 102:114 Match-up with provisions of UNIDROIT Principles
 § 102:115 Comparison with U.S. Uniform Commercial Code
 § 102:116 Practical response

XIV. ARTICLE 64: SELLER'S RIGHT TO AVOID THE CONTRACT

- § 102:117 Text
- § 102:118 Cross-check citations
- § 102:119 Leading case law citations
- § 102:120 Text of Secretariat Commentary

A. ANALYSIS

- § 102:121 Scope and purpose
- § 102:122 Seller's right to avoid compared with the buyer's right
- § 102:123 Summary of the seller's right to avoid
- § 102:124 What constitutes a fundamental breach by the buyer?
- § 102:125 Failure to perform after a Nachfrist
- § 102:126 Loss of the right to avoid
- § 102:127 Consequences of avoidance by seller
- § 102:128 Match-up with provisions of UNIDROIT Principles
- § 102:129 Comparison with U.S. Uniform Commercial Code
- § 102:130 Practical response

XV. ARTICLE 65: SELLER'S NOTICE SUPPLYING MISSING SPECIFICATIONS

- § 102:131 Text
- § 102:132 Cross-check citations
- § 102:133 Leading case law citations
- § 102:134 Text of Secretariat Commentary

A. ANALYSIS

- § 102:135 Scope and purpose
- § 102:136 Requirements for seller to exercise choice
- § 102:137 Other possible applications of the philosophy behind Article 65
- § 102:138 Match-up with U.S. Uniform Commercial Code
- § 102:139 Practical response

CHAPTER 103. THE CISG IN ANALYSIS: PASSING OF RISK (AA 66–70)

I. OVERVIEW ARTICLES 66-70

§ 103:1 Introduction

II. ARTICLE 66: LOSS OR DAMAGE AFTER RISK HAS PASSED TO BUYER

TASSED TO BUTER		
§ 103:2	Text	
§ 103:3	Cross-check citations	
§ 103:4	Leading case law citations	
§ 103:5	Text of Secretariat Commentary	

A. ANALYSIS

§ 103:6	Scope and purpose
§ 103:7	Specific agreement; use of Incoterms
§ 103:8	Incoterms and risk
§ 103:9	Damage due to seller's act or omission (e.g., latent defect)
§ 103:10	Onus or burden of proof
§ 103:11	Match-up with U.S. Uniform Commercial Code
§ 103:12	Practical response

III. ARTICLE 67: RISK WHEN THE CONTRACT INVOLVES CARRIAGE

§ 103:13	Text
§ 103:14	Cross-check citations
§ 103:15	Leading case law citations
§ 103:16	Text of Secretariat Commentary
٨	ANTATVOTO

A. ANALYSIS

§ 103:17 Scope and purpose

· ·	1 1 1
§ 103:18	Different ways in which Article 67(1) has been
	interpreted
§ 103:19	Omissions
§ 103:20	Time of passing of risk
§ 103:21	Passage of title vs. passage of risk
§ 103:22	Passage of risk under Incoterms (2000)
§ 103:23	Specially designed high technology equipment vs. items
	normally easier to salvage, repair, or dispose of when
	damaged
§ 103:24	Match-up of Article 67(1) with U.S. Uniform Commercial
	Code
§ 103:25	Practical response

IV. ARTICLE 68: SALE OF GOODS DURING TRANSIT

§ 103:26	Text
§ 103:27	Cross-check citations
§ 103:28	Leading case law citations
§ 103:29	Secretariat Commentary
§ 103:30	Comparison of Article 80 of 1978 Draft and Article 68 of Official Text

A. ANALYSIS

§ 103:31 Scope and purpose

§ 103:32 § 103:33 § 103:34 § 103:35	Circumstances indicating an earlier transfer of the risk Another potential issue: Validity Seller's failure to disclose Practical response
V. AR	TICLE 69: GENERAL RESIDUAL RULES ON RISK
§ 103:36 § 103:37 § 103:38 § 103:39	Leading case law citations
A.	ANALYSIS
§ 103:40 § 103:41 § 103:42 § 103:43	Scope and purpose Risk passes on taking over of the goods Conditional contracts Delivery of goods at place other than seller's place of business
§ 103:44 § 103:45	
VI. AI	RTICLE 70: RISK WHEN SELLER IS IN BREACH
§ 103:46 § 103:47 § 103:48 § 103:49	Text Cross-check citations Leading case law citations Text of Secretariat Commentary
A.	ANALYSIS
§ 103:50 § 103:51	Scope and purpose Match-up with U.S. Uniform Commercial Code
PROV	TER 104. THE CISG IN ANALYSIS: ISIONS COMMON TO OBLIGATIONS OF ER AND BUYER (AA 71–80)
I. OVI	ERVIEW ARTICLES 71-80
§ 104:1 § 104:2 § 104:3	Overview Articles 71, 72, and 73 Most likely areas of controversy
II. AR	TICLE 71: SUSPENSION OF PERFORMANCE
§ 104:6	Text Cross-check citations Leading case law citations Text of Secretariat Commentary
A.	ANALYSIS
§ 104:8	Scope and purpose

 cxliv

TABLE OF CONTENTS

TABLE OF	CONTENTS
§ 104:9	Seriousness of the anticipated breach; fundamental breach not required
§ 104:10	Grounds for suspending performance: threatened breach
§ 104:11	Unjustified retention of performance
§ 104:12	Awareness of the threat of nonperformance prior to the conclusion of the contract
§ 104:13	Duty to notify
§ 104:14	Relationship to Article 77 (mitigation of damages)
§ 104:15	Relevant issues under Article 71
§ 104:16	Match-up with provisions of UNIDROIT Principles
§ 104:17	Match-up with U.S. Uniform Commercial Code
§ 104:18	Practical response
	RTICLE 72: AVOIDANCE PRIOR TO THE DATE
F'	OR PERFORMANCE
§ 104:19	Text
§ 104:20	Cross-check citations
§ 104:21	
§ 104:22	S S S S S S S S S S S S S S S S S S S
A.	ANALYSIS
§ 104:23	Scope and purpose
§ 104:24	Requirements to prove anticipatory breach
§ 104:25	Fault not a prerequisite to avoidance for anticipatory breach
§ 104:26	Damages for prospective fundamental breach under Article 72(1)
§ 104:27	Drafting history of the Article 71(2) and (3)
§ 104:28	Different notification requirements
§ 104:29	Match-up with provisions of UNIDROIT Principles
§ 104:30	Match-up with U.S. Uniform Commercial Code
§ 104:31	Practical response
	RTICLE 73: AVOIDANCE IN INSTALLMENT ONTRACTS
§ 104:32	Text
§ 104:33	Cross-check citations
§ 104:34	Leading case law citations
§ 104:35	Text of Secretariat Commentary
A.	ANALYSIS
§ 104:36	Scope and purpose
§ 104:37	Requirements
§ 104:38	Comparison with Article 51
§ 104.39	Avoidance of future installments (Art. 73(2)
§ 104.33 § 104:40	Match-up with U.S. Uniform Commercial Code
§ 104.40 § 104:41	Practical response
2 104.41	Tractical response

V. DAMAGES

§ 104:42 Overview

VI. ARTICLE 74: GENERAL RULE FOR MEASURING DAMAGES

§ 104:43	Text
§ 104:44	Cross-check citations
§ 104:45	Leading case law citations
§ 104:46	Text of Secretariat Commentary
A.	ANALYSIS
§ 104:47	Scope and purpose
§ 104:48	Basic principles
§ 104:49	Calculation of loss
§ 104:50	Limitation by foreseeability
§ 104:51	Causality
§ 104:52	Different types of damages
§ 104:53	Relevant moment for calculation
§ 104:54	Place for payment of damages
§ 104:55	Currency
§ 104:56	Contractual provisions: penalties and liquidated damages clauses
§ 104:57	Limitation of liability clauses
§ 104:58	Tort claims and punitive damages
§ 104:59	Match-up with provisions of UNIDROIT Principles
§ 104:60	Match-up with the U.S. Uniform Commercial Code
§ 104:61	Consequential damages under the Convention and the U.C.C
§ 104:62	Assessments of the Article 74 standard
§ 104:63	Limitations of liability under the Uniform Commercial

VII. ARTICLE 75: DAMAGES ESTABLISHED BY SUBSTITUTE TRANSACTION

§ 104:65	Text
§ 104:66	Cross-check citations
§ 104:67	Leading case law citations
§ 104:68	Text of Secretariat Commentary

A. ANALYSIS

Code § 104:64 Practical response

§ 104:69	Scope and purpose
§ 104:70	Relationship between Articles 74, 75, and 76
§ 104:71	Requirements: avoidance of the agreement
§ 104:72	Requirements: reasonable substitute transaction
§ 104:73	Requirements: within a reasonable time

cxlvi

Table of Contents

§ 104:81

§ 104:82

§ 104:74	Calculation of the damages
§ 104:75	Further damages
§ 104:76	Match-up with provisions of UNIDROIT Principles
§ 104:77	Match-up with U.S. Uniform Commercial Code
§ 104:78	Practical response
	ARTICLE 76: DAMAGES BASED ON CURRENT
]	PRICE
§ 104:79	Text
§ 104:80	Cross-check citations

A. ANALYSIS

- § 104:83 Scope and purpose
- § 104:84 Relationship to Articles 74 and 76

Leading case law citations

Text of Secretariat Commentary

- § 104:85 Requirements; avoidance
- § 104:86 No substitute transaction
- § 104:87 Current price
- § 104:88 Method of calculation
- § 104:89 Further damages
- § 104:90 Agreement between parties
- § 104:91 Match-up with U.S. Uniform Commercial Code
- § 104:92 Current price formulas
- § 104:93 Place for determining current price
- § 104:94 "Lost volume" losses
- § 104:95 Practical response

IX. ARTICLE 77: MITIGATION OF DAMAGES

- § 104:96 Text
- § 104:97 Cross-check citations
- § 104:98 Leading case law citations
- § 104:99 Text of Secretariat Commentary

A. ANALYSIS

- § 104:100 Scope and purpose
- § 104:101 Mitigation and contributory conduct (Art. 80)
- § 104:102 Mitigation in the context of remedies other than damages
- § 104:103 Requirements: reasonable measures
- § 104:104 Consequences: reduction of damages claim
- § 104:105 Consequences: costs of mitigation steps
- § 104:106 Match-up with provisions of UNIDROIT Principles
- § 104:107 Comparison with U.S. Uniform Commercial Code
- § 104:108 Practical response

X. ARTICLE 78: INTEREST ON SUMS IN ARREARS

§ 104:109 Text

§ 104:110	Cross-check citations
§ 104:111	Leading case law citations
§ 104:112	Text of Secretariat Commentary
	ANALYZIO
Α.	ANALYSIS
§ 104:113	Scope and purpose
§ 104:114	Claims for interest: Articles 74, 78, and 84
§ 104:115	Rate of interest
§ 104:116	Simple vs. compound interest
§ 104:117	Events or procedures to trigger the running of interest
§ 104:118	Interest on unliquidated amounts
§ 104:119	Prejudgment interest on arbitral awards
§ 104:120	Time from which interest is to be paid
§ 104:121	Interest as separate from damages
§ 104:122	Interest plus damages?
§ 104:123	The validity issue
§ 104:124	Match-up with provisions of UNIDROIT Principles

XI. SECTION IV. EXEMPTIONS

§ 104:125 Practical suggestions

§ 104:126 Overview

XII. ARTICLE 79: IMPEDIMENTS EXCUSING PARTY FROM DAMAGES

§ 104:127	Text
§ 104:128	Cross-check citations
§ 104:129	Leading case law citations
§ 104:130	Text of Secretariat Commentary
	v

A. ANALYSIS

§ 104:131	Scope and purpose
§ 104:132	Requirements: impediments beyond a party's control
§ 104:133	Requirements: unforeseeable at time of conclusion; assumption of risk
§ 104:134	Liability for third parties
§ 104:135	Requirements: notice
§ 104:136	Consequences
§ 104:137	Article 79 and penalty or liquidated damages clauses
§ 104:138	Comparison with U.S. Uniform Commercial Code
§ 104:139	Notice provisions
§ 104:140	Other relevant provisions
§ 104:141	Match-up with provisions of UNIDROIT Principles
§ 104:142	Recommended response to Article 79

XIII. ARTICLE 80: FAILURE OF PERFORMANCE CAUSED BY OTHER PARTY

§ 104:143 Text

cxlviii

Table of Contents

§	104:144 104:145 104:146	Leading case law citations
5		ANALYSIS
§	104:147	1 1
§	104:148	Article 80 as a general obligation? Article 80 as a shield rather than a sword
§	104:149	Interaction with Article 71 and 72 (anticipatory breach)
§	104:150	Requirements: act or omission causing the breach
§	104:151	Causation when derelict acts or omissions by both

parties Match-up with U.S. Uniform Commercial Code § 104:152

CHAPTER 105. THE CISG IN ANALYSIS: **EFFECTS OF AVOIDANCE (AA 81–88)**

I. OVERVIEW ARTICLES 81-84

§ 105:1 Overview

II. ARTICLE 81: EFFECT OF AVOIDANCE ON ON

OBLIGATIONS: ARBITRATION; RESTITUTI		
§ 105:2	Text	
§ 105:3	Cross-check citations	

§ 105:4 Leading case law citations

§ 105:5 Text of Secretariat Commentary on Article 81

A. ANALYSIS

§ 105:6	Scope and purpose
§ 105:7	Reclamation based on contract
§ 105:8	Place of restitution
§ 105:9	Currency of restitution
§ 105:10	Costs of restitution
§ 105:11	Provisions surviving avoidance
§ 105:12	Bankruptcy situations
§ 105:13	Match-up with U.S. Uniform Commercial Code
§ 105:14	Practical response

III. ARTICLE 82: BUYER'S INABILITY TO RETURN GOODS IN SAME CONDITION

§ 105:15	Text
§ 105:16	Cross-check citations
§ 105:17	Leading case law citations
§ 105:18	Text of Secretariat Commentary

A. ANALYSIS

§ 105:19 Scope and purpose

§ 105:20	Loss of right to avoid
§ 105:21	Inability not due to act or omission of buyer Article
	82(2)(a)
§ 105:22	Goods modified as result of examination (Art. 82(2)(b))
§ 105:23	Goods sold or used in ordinary course before discovery (Art. 82(2)(c))
§ 105:24	Comparison with U.S. Uniform Commercial Code
§ 105:25	Practical response

IV. ARTICLE 83: PRESERVATION OF OTHER REMEDIES

§ 100.20 ICAL	§	105:26	Text
---------------	---	--------	------

- § 105:27 Cross-check citations
- § 105:28 Leading case law citations
- § 105:29 Text of Secretariat Commentary

A. ANALYSIS

§ 105:30 Scope and purpose

V. ARTICLE 84: RESTITUTION OF BENEFITS

- § 105:31 Text
- § 105:32 Cross-check citations
- § 105:33 Leading case law citations
- § 105:34 Text of Secretariat Commentary on Article 84

A. ANALYSIS

- § 105:35 Scope and purpose
- § 105:36 Repayment of purchase price and interest
- § 105:37 Repayment of benefits received from the goods
- § 105:38 Comparison with U.S. Uniform Commercial Code
- § 105:39 Practical response

VI. SECTION VI: PRESERVATION OF THE GOODS

§ 105:40 Overview

VII. ARTICLE 85: SELLER'S DUTY TO PRESERVE GOODS

- § 105:41 Text
- § 105:42 Cross-check citations
- § 105:43 Leading case law citations
- § 105:44 Text of Secretariat Commentary

A. ANALYSIS

- § 105:45 Scope and purpose
- § 105:46 Reasonable steps

Table of Contents § 105:47 Failure to take steps: liability § 105:48 Comparison with common law concepts § 105:49 Practical response VIII. ARTICLE 86: BUYER'S DUTY TO PRESERVE GOODS § 105:50 Text § 105:51 Cross-check citations Leading case law citations § 105:52 § 105:53 Text of Secretariat Commentary A. ANALYSIS § 105:54 Scope and purpose § 105:55 Match-up with U.S. Uniform Commercial Code § 105:56 Practical response IX. ARTICLE 87: DEPOSIT IN WAREHOUSE § 105:57 Text § 105:58 Cross-check citations § 105:59 Leading case law citations § 105:60 Text of Secretariat Commentary A. ANALYSIS § 105:61 Scope and purpose § 105:62 Match-up with U.S. Uniform Commercial Code § 105:63 Practical response ARTICLE 88: SALE OF GOODS X. § 105:64 Text § 105:65 Cross-check citations § 105:66 Leading case law citations § 105:67 Text of the Secretariat Commentary on Article 88 ANALYSIS A. § 105:68 Scope and purpose § 105:69 Duty to sell § 105:70 Sale of the goods as reasonable measure following parties refusal to accept goods § 105:71 Consequences of the failure to sell the goods § 105:72 Consequences of a failure to notify § 105:73 Right to retain reasonable expenses from proceeds of sale

(Art. 88(3))

Practical response

Match up with the U.C.C.

§ 105:74

§ 105:75

CHAPTER 106. THE CISG IN ANALYSIS: PART IV. FINAL PROVISIONS (AA 89–101)

I. OVERVIEW ARTICLES 90-101

§ 106:1 Introduction

II. ARTICLE 90: RELATIONSHIP WITH OTHER INTERNATIONAL AGREEMENTS CONTAINING PROVISIONS DEALING WITH MATTERS GOVERNED BY THIS CONVENTION

8	106.2	Text

- § 106:3 Cross-check citations
- § 106:4 Leading case law citations

A. ANALYSIS

- § 106:5 Scope and purpose
- § 106:6 Conflicting conventions
- § 106:7 Amendment of the Convention
- § 106:8 Relationship with other domestic law

III. ARTICLE 99: ENTRY INTO FORCE

- § 106:9 Text
- § 106:10 Cross-check citations
- § 106:11 Leading case law citations

A. ANALYSIS

§ 106:12 Scope and purpose

IV. ARTICLE 100: DATE OF APPLICATION

- § 106:13 Text
- § 106:14 Cross-check citations
- § 106:15 Leading case law citations

A. ANALYSIS

- § 106:16 Scope and purpose
- § 106:17 Special issues which may arise in the context of Article

V. ARTICLE 98: RESERVATIONS AUTHORIZED DECLARATIONS: PERMISSIBLE VARIATIONS BY CONTRACTING STATES

- § 106:18 Text
- § 106:19 Cross-check citations

Table of Contents

§ 106:20 Leading case law citations

A. ANALYSIS

§ 106:21 Scope and purpose

VI. ARTICLE 92: PARTIAL ADOPTION

- § 106:22 Text
- § 106:23 Cross-check citations
- § 106:24 Leading case law citations

A. ANALYSIS

§ 106:25 Scope and purpose

VII. ARTICLE 93: DECLARATIONS THAT MAY BE MADE BY FEDERAL STATES

- § 106:26 Text
- § 106:27 Cross-check citations
- § 106:28 Leading case law citations

A. ANALYSIS

§ 106:29 Scope and purpose

VIII. ARTICLE 94: DECLARATIONS THAT MAY BE MADE BY STATES WITH RELATED LEGAL SYSTEMS

- § 106:30 Text
- § 106:31 Cross-check citations
- § 106:32 Leading case law citations

A. ANALYSIS

§ 106:33 Scope and purpose

IX. ARTICLE 95: EXCLUSION OF ARTICLE 1(1)(B) [METHOD OF RESTRICTING ROLE OF PRIVATE INTERNATIONAL LAW IN DETERMINING APPLICABILITY OF CONVENTION]

- § 106:34 Text
- § 106:35 Cross-check citations
- § 106:36 Leading case law citations

A. ANALYSIS

§ 106:37 Scope and purpose

X. ARTICLE 96: PRESERVATION OF FORMAL REQUIREMENTS [DOMESTIC STATUTES OF FRAUDS]

§ 106:38 Text

§ 106:39 Cross-check citations

§ 106:40 Leading case law citations

A. ANALYSIS

§ 106:41 Scope and purpose

XI. HOUSEKEEPING PROVISIONS: DENUNCIATION; OFFICIAL LANGUAGES

§ 106:42 Introduction

XII. ARTICLE 97: PROCEDURE RELATING TO DECLARATIONS

§ 106:43 Text

§ 106:44 Cross-check citations

§ 106:45 Leading case law citations

A. ANALYSIS

§ 106:46 Scope and purpose

XIII. ARTICLE 89: DEPOSITARY

§ 106:47 Text

§ 106:48 Cross-check citations

A. ANALYSIS

§ 106:49 Scope and purpose

XIV. ARTICLE 91: SIGNATURE, ADOPTION, ETC.

§ 106:50 Text

§ 106:51 Cross-check citations

A. ANALYSIS

§ 106:52 Ratification vs. accession and succession

§ 106:53 Effect of ratification or accession

XV. ARTICLE 101: DENUNCIATION

§ 106:54 Text

§ 106:55 Cross-check citations

A. ANALYSIS

§ 106:56 Scope and purpose

cliv

XVI. ATTESTATION; OFFICIAL LANGUAGES

- § 106:57 Text
- § 106:58 Cross-check citations
- § 106:59 Official and unofficial texts of the Convention
- § 106:60 Practical response

APPENDICES

- Annexure A. Annotated Export Contract
- Annexure B. United Nations Convention on Contracts for the International Sale of Goods (1980) [CISG]
- Annexure C. CISG Status
- Annexure D. Table of Cases
- Annexure E. CISG Advisory Council Opinions
- Annexure F. CISG/U.C.C. COMPARATIVE TABLE
- Annexure G. Incoterms Extracts
- Annexure H. Table of Authorities

Table of Laws and Rules

Index