



International Sales Agreements: An Annotated Drafting and Negotiating Guide

James Klotz

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The sales agreement constitutes an integral part of international trade. Among other things, it sets out the parties' understandings and protects against misinterpretations. Experienced or not, no practitioner faced with drafting and negotiating such a critical document wants to do so in an informational vacuum; the risk of leaving a client exposed is too great. *International Sales Agreements* is a commercial lawyer's bible in international sales agreement drafting or negotiations. While no two international sales agreements are alike, this book simplifies the issues by addressing them with actual sample provisions. It allows practitioners to reap the benefit of voluminous favorite agreement clauses from attorneys around the world, along with both the guidance of an international business lawyer with 'more than twelve years in the trenches' of negotiating international contracts, and the insight of an international business law professor. This is the first step-by-step guide on drafting and negotiating international sales agreements with over 400 sample clauses from which to choose. It analyzes all aspects of an international sales agreement, from the letter-of-intent stage to the boilerplate clauses which typically conclude such an agreement. *International Sales Agreements* discusses every clause from both the buyer's and seller's perspectives. It also provides the first detailed, annotated look at international sales contracts in the context of the United Nations Convention on the International Sale of Goods which now applies to most international sales agreements. *International Sales Agreements* illuminates common pitfalls to avoid and points out what practitioners should aim for throughout the process. The invaluable drafting and negotiating skills it instills prove highly transferable to other arenas.

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