

Re: Moser + McIwrath:

Negotiating International Commercial Contracts: Practical Exercises

- This book provides practical issues which will assist in understanding and analysing real commercial problems which arise when negotiating international transactions.
- Transnational contracts involve not only normal commercial issues but also cultural difficulties which can affect the understanding and expectation of parties from different legal and cultural backgrounds. The practical issues posed give legal teams examples to test and challenge their presumptions and the risks in specific type contracts.
- The choice of applicable law and the dispute settlement arrangements are non-commercial issues but essential provisions in every contract between parties from different jurisdictions. The example problems posed in this book will give legal teams the challenge to analyse potential difficulties and possible solutions.
- Moser and McIwrath provide varied scenarios for analysis by the legal and negotiating teams in corporate, state owned and controlled entities. This will provide the basis for preparation and analyses for in-house teams and for independent lawyers and others providing negotiating skill services in the context of international commercial transactions. The problems posed will be useful scenarios for discussions and consideration for both in-house legal teams and for outside independent counsel.
- This compendium provides a practical and realistic training manual for legal and commercial teams involved with the preparation and negotiation of international commercial contracts. The exercises will help to hone the discussion and negotiating skills and approaches of those involved.
- This manual provides practical and realistic questions on which to structure training and teaching exercises in real international business situations. They will be useful not only in in-house corporate teams and law firms, but also for any institution or organisation training and preparing commercial contract negotiators.

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