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Nelle operazioni con l'estero, il contratto dovrebbe rappresentare il momento in cui le rispettive esigenze, esperienze e professionalità dei merchants e dei lawyers vengono condivise e temperate in vista del raggiungimento dei traguardi, e non da ultimo del profitto, che l'impresa italiana intende raggiungere. Una simile impostazione comporta per il giurista a cui sia affidata la redazione del testo di un contratto internazionale una maggior attenzione nella redazione ed una maggiore sforzo per comprendere prima, e poi disciplinare, l'operatività delle procedure imprenditoriali attraverso cui le parti dovranno realizzare, pensando alla possibile litigazione non soltanto come ad un possibile evento a cui prepararsi, quanto piuttosto ad una eventualità da scongiurare. Nel libro, e più precisamente nella parte dedicata alla struttura e alle partizioni di un contratto internazionale sono inserite, a maggior chiarimento, numerose esemplificazioni, in inglese ed in italiano, di clausole contrattuali dedicate alla questione discussa. Considerato che la sottoscrizione dei contratti internazionali spesso giunge dopo un graduale processo di "avvicinamento" tra l'impresa italiana ed il potenziale partner straniero, l'ultima parte del libro è dedicata ai documenti pre-contrattuali che le parti sottoscrivono in tale fase e poi durante la negoziazione vera e propria, e quindi Lettere di Intenti, Memorandum of Understanding e Confidentiality Agreement, per ognuno dei quali, al termine del libro sono inseriti diversi esempi. STRUTTURA DEL VOLUME 1. Un'introduzione ai contratti internazionali 2. I requisiti di un contratto internazionale 3. La determinazione della legge applicabile e delle modalità di risoluzione delle controversie nei contratti internazionali 4. Lex mercatoria e contratti self-regulatory 5. Le tecniche di redazione dei contratti nei sistemi di common law e di civil law 6. La struttura del contratto 7. Negoziazione di contratti complessi ed accordi preliminari nella pratica del commercio internazionale

Anyone involved in trade law knows the time-consuming nature of obtaining primary source material and consulting each of the main trade laws. Now in its fourth edition, Basic Documents in International Trade Law solves this problem by assembling, in a single, easy-to-use resource, a very comprehensive collection of the most important and frequently used documents on the law of international trade. In addition to its obvious practical value, this work reveals much about the process of harmonization in international trade law and the operation of the key international trade bodies. This makes the book a helpful reference for international business lawyers, researchers, legislators and government officials in the field. Since the successful publication of the previous editions of the book, the appearance of new conventions and model laws has considerably enriched the law of international trade, and the present edition contains a wealth of new material. The book has been substantially revised and several new instruments have been included. Among the most significantly important improvements to this new edition are new chapters added to different parts of the book, a redesigned and thoroughly revised Part 6 reflecting the expansion of intellectual property rights under the framework of treaties administered by World International Property Organization, and bibliographies and other research resources updated and enlarged to include an extraordinarily rich collection of books and articles in many trading languages besides English, including, for the first time, major Chinese works in the international trade law field. As the late Prof. Clive M. Schmitthoff commented on the first edition, the book 'is not only of practical usefulness but has also considerable jurisprudential value', and 'reveals the methodology of the harmonization process in the area of international trade law'. The International Business Lawyer first commented in 1987 that the book 'can only be described as a "vade mecum" for every international business lawyer', an assessment that now seems more merited than ever.

The *Unidroit Principles of International Contracts*, first published in 1994, have met with extraordinary success in the legal and business community worldwide. Prepared by a group of eminent experts from all major legal systems of the world, they provide a comprehensive set of rules for international commercial contracts. Available in more than 20 language versions, they are increasingly being used by national legislatures as a source of inspiration in law reform projects, by lawyers as guidelines in contract negotiations and by arbitrators as a legal basis for the settlement of disputes. In 2004 a new edition of the *Unidroit Principles* was approved, containing five new chapters and adaptations to take into account electronic contracting. This new edition of *An International Restatement of Contract Law* is the first comprehensive introduction to the *Unidroit Principles 2004*. In addition, it provides an extensive survey and analysis of the actual use of the *Unidroit Principles in practice* with special emphasis on the different ways in which they have been interpreted and applied by the courts and arbitral tribunals in the hundred or so cases reported worldwide. The book also contains the full text of the Preamble and the 180 articles of the *Unidroit Principles 2004* in Chinese, English, French, German, Italian and Russian as well as the 1994 edition in Spanish. Published under the Transnational Publishers imprint.

The *Unidroit Principles of International Contracts*, first published in 1994, have met with extraordinary success in the legal and business community worldwide. Prepared by a group of eminent experts from all major legal systems of the world, they provide a comprehensive set of rules for international commercial contracts. This new edition of *An International Restatement of Contract Law* is the first comprehensive introduction to the *Unidroit Principles 2004*. In addition, it provides an extensive survey and analysis of the actual use of the *Unidroit Principles in practice* on the different ways in which they have been interpreted and applied by the courts and arbitral tribunals in the hundred or so cases reported worldwide. The book also contains the full text of the Preamble and the 180 articles of the *Unidroit Principles 2004* in Chinese, English, French, German, Italian and Russian as well as the 1994 edition in Spanish.

This book contains a case-based assessment of the Draft Common Frame of Reference carried out by the Common Core Evaluating Group, which gathers a number of well-established and younger scholars coming from Eastern and Western countries of the European Union using the working method of the research project "The Common Core of European Private Law" ([www.common-core.org](http://www.common-core.org)). The aim of the assessment is to test how the Draft Common Frame of Reference could work when applied in different national legal systems. To this end, a number of factual situations, i.e. hypothetical cases, have been drafted by the authors and solved through the application of both national rules and rules of the DCFR. Thereby, similarities and differences in the outcome of the cases have been analysed, together with difficulties - if any - in the application of the "Principles of European Law". The Common Core assessment has been carried out as part of the "Joint Network of European Private Law" Project (CoPECL), financed by the EU Commission.

This book provides a much-needed analysis of this very important subject for international business lawyers, including discussion of the jurisdictional and choice of laws issues arising from cross-border contracts of insurance and reinsurance concluded by electronic means. This book is the first published in England to devote itself to a detailed analysis of the choice of laws rules in the E.C. Insurance Directives. It is aimed at academics and practitioners, at private international lawyers and at insurance lawyers. The private international law rules of the E.C. Insurance Directives deal with the applicable law to insurance contracts covering risks situated within the EU. They do not deal with the applicable law to reinsurance contracts and insurance contracts covering risks situated outside the EU. This should be ascertained by reference to the choice of laws provisions in the 1980 Rome Convention on the law applicable to contractual obligations. Detailed discussion of these rules is also provided, and proposals for reform suggested.

The *International Trade and Business Law Review* is the official publication of the Australian Institute of Foreign and Comparative Law. The Review includes leading articles, case notes and comments, as well as book reviews, and understanding of recent developments in international trade and transnational business. The Review contributes in a scholarly way to the discussion of these issues, whilst being informative and of practical relevance to business people. It also promotes further development of the trading relationship between Australia and its traditional trading partners, including the European Community and the APEC countries, of leading international trade law practitioners and academics from the European Community, the United States, Asia and Australia.

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