



International Business Transactions: A Problem-Oriented Coursebook (American Casebook Series)

Ralph Folsom, Michael Gordon, Michael Van Alstine, Michael Ramsey

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The 12th Edition of this popular problem-oriented coursebook introduces law students to the conduct of business in the world community. Problems on international contracting, financing, trade regulation, licensing and technology transfers, foreign investment, and international business dispute resolution are included. The book provides current in-depth examination of issues clients are likely to face, such as contracting for sales across borders, financing international transactions, defending against import competition, expanding exports and overseas markets, investing abroad and dealing with NAFTA, the WTO, and other trade agreements. The coursebook is designed to survey a wide range of laws involving trade, licensing and investment, and explore how issues and problems are addressed by lawyers as problem solvers.

The below Power Point presentations contain visual representations of a variety of international business transactions covered in the master International Business Transactions coursebook and in IBT: Contracting Across Borders. Through the use of illustrations, charts, and movement, the presentations show how the parties are situated as well as how the transactions typically unfold. The Power Points cover a wide variety of subjects, including the basic IBT sales transaction, the "battle of the forms," commercial terms and bills of lading, documentary sales transactions, letters of credit, and international project financing.

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