



Drafting and Negotiating International Commercial Contracts

By Fabio Bortolotti



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Drafting an international contract can be a risky business. Yet with the increasing globalization of markets, these cross-border contracts are becoming a common practice for most traders, as well as for the lawyers assisting them. At the same time, international contracts remain a difficult and mysterious subject for business people as well as their lawyers.

*In his new book, *Drafting and Negotiating International Commercial Contracts*, Professor Fabio Bortolotti, a world-renowned expert on contract law, clarifies the issues surrounding these contracts and provides solutions to the thorny problems they raise:*

- choice of the applicable law
- choice of jurisdiction
- international arbitration
- the use of more international drafting techniques
- hardship, force majeure and liquidated damages

As an added feature, this volume provides insights into the basic requirements of a well-drafted contract and analyzes in depth the negotiating process. It concludes with incisive commentary on the model contracts developed by the International Chamber of Commerce.

Lawyers and other legal professionals will find in these pages the tools they need to ensure their contracts meet the requirements of a globalized world.



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