

Fundamentals Of Contract And Commercial Management Iaccm Series

Contracts are vital to the construction delivery process; they direct and govern every move. This book strips the legal mystique and jargon from contracts and exposes their basic logic.

This ground-breaking title from the world's leading authority on contemporary contracting best practices, the IACCM (International Association for Contract and Commercial Management) delivers a lively and practical complete insight into the contracting process which is useful in both business and personal life. Contracts are the language of business, and this book gives readers the essentials that can make a difference to any deal, no matter how big or small. Designed for the non-contract business professional, this book takes project managers and other professionals through the basic process and gives them a road map to improved results, increased value, and successful outcomes. In this book you'll find sensible guidance and approaches to ensure business success. Case studies showing you what can go wrong – and what can go right -- bring theory into the real world. Checklists give confidence and enable you to be certain that you have asked and answered the right questions as you go through any deal. This real-world approach demonstrates the value of effective contracting. This is not dry, academic prose. It is compelling and dynamic advice and tools to manage business relationships for

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both buyers and sellers.

This volume has been designed for students who are studying the subject as part of their business studies and is divided into six parts: commercial law principles; contract law; consumer law; partnership and bankruptcy law; employment and workplace relations law; and marketing law.

Annotation Examining key components and concepts in e-commerce, this study identifies critical factors relating to success in the global business environment. It also describes the economics of e-commerce and the practical issues concerning its application. Specific chapters discuss privacy, structure, policy concerns, customer loyalty, trust, internal audits, payment mechanisms, mobile communications, and costs.

Contributors include scholars from North America, Europe, Saudi Arabia, and China. Annotation c. Book News, Inc., Portland, OR (booknews.com).

Seminar papers presenting business law, commercial law and law and legislation regarding contracts in Australia.

This innovative text combines clear explanations with a wealth of infographics that visually compare, contrast, and reinforce legal concepts. Examples and case excerpts focus attention on how the law is being applied and the logic behind each ruling. Key Benefits: Logical reasoning and infographics—flowcharts, timelines, figures, and graphs – help students understand on the logical underpinnings of the law as it applies to business. Examples throughout that reinforce understanding and show how the law is applied in practice. Carefully edited

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excerpts of real cases. Self-test review and exam-prep questions.

This accessible textbook helps students learn essential transactional skills by explaining the meaning and purpose of common contract clauses and exploring some potential pitfalls associated with their use. Nancy Kim utilizes select case summaries and contract clause examples to illustrate doctrinal concepts and how they may affect a transaction. The Fundamentals of Contract Law and Clauses will prove to be an invaluable resource in the classroom, as it will support law students in becoming preventive lawyers by teaching them how to preempt problems, reduce risks and add value to transactions.

This book provides an authoritative and comprehensive review of all aspects of the law that relate to liability insurance contracts. Taking an international comparative perspective, The Law of Liability Insurance covers all the major types of liability insurance, not just professional indemnity insurance, presenting the issues according to the general principles of contract law. The book begins by concentrating on the fundamentals of the liability insurance contract before moving on to cover conditions, defence, exclusions, and finally claims against and non-payment by the insurer. This book will be an invaluable reference tool for practitioners and professionals working in the commercial liability insurance industry, including those who operate globally, as well as being a source for academics and post-graduate students.

Have you ever read a contract clause three times, and still been none the wiser about what it means? While consumer contracts are becoming more accessible, with companies employing more creative drafting and layout techniques,

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many business to business contracts remain stuck in the dark ages of legalese and Latin phrases. This book is for everyone who drafts and amends contracts. It will encourage you to focus on creating usable documents that meet essential business needs. By freeing you from the straitjacket of 'tested in court' terminology, it will inspire you to flex your creative muscles and draft clear, unambiguous and readable contracts.

International Company and Commercial Law Review provides corporate and commercial lawyers with timely and topical analysis on recent developments in international company and commercial law. Containing articles, analyses, book reviews and a news section with contributions from over 30 country correspondents from around the world, ICCLR presents a forum in which current international issues are considered and analysed by leading practitioners and academics.

A useful resource for attorneys practicing in the business, commercial and corporate areas, covering such topics as: business formation and organization; business valuation; corporate securities; dividends and distribution; mergers and takeovers; and, S corporation formations and related tax rules.

This ground-breaking title from the world's leading authority on contemporary contracting best practices, the IACCM (International Association for Contract and Commercial Management) delivers a lively and practical complete insight into the contracting process which is useful in both business and personal life. Contracts are the language of business, and this book gives readers the essentials that can make a difference to any deal, no matter how big or small. Designed for the non-contract business professional, this book takes project managers and other professionals through the basic process and gives them a road map to improved results,

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increased value, and successful outcomes In this book you will find sensible guidance and approaches to ensure business success. Case studies showing you what can go wrong and what can go right -- bring theory into the real world. Checklists give confidence and enable you to be certain that you have asked and answered the right questions as you go through any deal. This real-world approach demonstrates the value of effective contracting. This is not dry, academic prose. It is compelling and dynamic advice and tools to manage business relationships for both buyers and sellers.

Updated annually, this book provides an overview of direct and indirect taxes levied on corporate and individual income and on capital in 15 selected countries in the region, as well as information on various aspects of doing business in these countries. The book is an valuable reference tool for those businesses and individuals with an active interest in the Asia-Pacific region.

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Fundamentals of Contract and Commercial Management Van Haren

BUSINESS LAW: PRINCIPLES AND PRACTICES, 9E has been revised dramatically to enhance learning! The 9th edition offers a new learning system with clear learning objectives to guide students. The fresh two-color design engages students with its contemporary features: Ethics in a Business Setting, You React, and the Self-Check Quizzes. The case examples are presented in readable segments to be clear, current, and jargon-free. Co-authored by Arnold J. Goldman, a practicing attorney and William D. Sigismond, a veteran business law educator, this straightforward text shows students about the law using fascinating cases and ethical dilemmas.

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Hypothetical examples immediately follow discussion of concepts to further reinforce understanding. The new edition is updated throughout to reflect recent changes in the law, covering legal rights and responsibilities in both the public and private sectors. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version. A reference tool for lawyers facing international legal problems outside their own areas of expertise.

The Fundamentals of Listing and Selling Commercial Real Estate provides a complete foundation for a career in the Commercial Real Estate Industry. The text contains a comprehensive study of property and investment analysis, mortgages and leases, as well as practice techniques such as prospecting, presentations, and negotiating.

Islam postulates a unique link of contracts among the creator, man and society on the basis of Syariah law that directly affects the workings of the various social, political, economic, and financial systems. Therefore, to understand the way in which economic affairs and financial institutions are organized in an Islamic system, it is first necessary to comprehend the nature of this relationship. Consequently, one cannot study a particular aspect or part of an Islamic system, economics, for example, in isolation, without having understanding of the basic knowledge of Islamic finance. Islamic finance products are contract-based. This book explains Islamic finance, which refers to the provision of financial services in accordance with Syariah law in chapter one. The Syariah law is the foundation for the establishment of an

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Islamic banking system. Chapter two illustrates the differences between the principles of Syariah and Tabii'. Chapter three explains the Islamic theory of profit. Chapter four is about risk and uncertainty, which is known as gharar in Islamic finance. Chapter five discusses interest/riba, which is the most significance principle of Islamic banking. Chapter six explains some of the financial issues related to Islamic banking.

What Will This Book Do for You? This book provides a survival manual for anyone involved in the crafting, structuring, negotiating, supporting or managing contracts involving commercial transactions of goods, services or both. It blends the practical with general legal principles and highlights best practices for supply chain professionals and anyone else involved, directly or indirectly, with the generation or management of contracts from cradle-to-grave. Even commercially wise and sophisticated organizations can be untrained and unaware of certain gaps and traps in the management of their contracts. This book addresses those pitfalls and provides lessons learned and guidance that are not typically taught at the college or even graduate school level. Experience can be hard and expensive to come by and this book provides a concentrated dose of experience that immediately raises the reader's level of sophistication and awareness for gaps and traps while providing practical solutions to pitfalls that can haunt any organization. Left unchecked, these pitfalls can lead to dysfunction and confusion; both of which can be an expensive proposition in today's competitive and uncertain economic environment. Who Should Use this

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Book? Supply Chain Management Professionals, Risk Managers, Insurance Experts, Project Managers, Purchasing Agents, Contract Administrators, Executives and any business or technical professionals who are involved with developing, managing or implementing projects, purchases or any complex transaction or procurement where cost, schedule and scope certainty are important. What Does This Book Cover? This book covers how the relationship of the parties affects commercial transactions and addresses the importance of upholding the integrity of the process and the contract by understanding key supply chain best practices. The book focuses on contracting strategies and approaches including how to structure requests for proposals and instructions to bidders as well as key considerations in pricing and pricing adjustments, risk management tools and techniques, the importance of defining the deliverables and outcomes, negotiation strategies and techniques, negotiating warranties and remedies, applying leadership and influencing skills to the process, how to implement sound change management as well as capturing and applying past lessons learned. In addition, special attention is given to the importance of sound "kick off" and "close out", including termination for cause or convenience techniques and other best practices. The IT/Digital Legal Companion is a comprehensive business and legal guidance covering intellectual property for digital business; digital contract fundamentals; open source rules and strategies; development, consulting and outsourcing; software as a service; business software licensing, partnering, and

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distribution; web and Internet agreements; privacy on the Internet; digital multimedia content clearance and distribution; IT standards; video game development and content deals; international distribution; and user-created content, mash-ups, MMOGs, and web widgets. Chapters deal with topics such as copyrights on the Internet, for software protection and around the world; trademarks and domain names; patents and digital technology companies; trade secrets and non-disclosure agreements; confidentiality, rights transfer, and non-competition agreements for employees; introduction to digital product and service contracts; a pragmatic guide to open source; IT services - development, outsourcing, and consulting; beta test agreements; commercial end-user agreements; terms of use for web sites and online applications; privacy and use of personal data; digital technology standards - opportunities, risks, and strategies; content for digital media; and deals in the web and mobile value chains. This book is intended for executives, entrepreneurs, finance and business development officers; technology and engineering officers; marketers, licensing professionals, and technology professionals; in-house counsel; and anyone else that deals with software or digital technology in business. Comprehensive Business and Legal Guidance including * Securing Intellectual Property for Digital Business * Digital Contract Fundamentals * Open Source Rules and Strategies * Development, Consulting and Outsourcing * Software as a Service * Business Software Licensing, Partnering, and Distribution * Web and Internet Agreements * Privacy on the Internet * Digital

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Multimedia Content Clearance and Distribution * IT Standards * Video Game Development and Content Deals * International Distribution * User-Created Content, Mash-Ups, MMOGs, and Web Widgets * And Much More
Key Features: * Up-to-the-Moment Legal Guide * In Plain English * Includes 38 Contract and Web Forms in the Book.

Fully revised and updated, Australian Commercial Law offers a comprehensive, accessible introduction to key aspects of Australian commercial law. Part 1 introduces the fundamentals of contract law and business structures before examining the sale of goods, agency, bailment and personal property. Part 2 covers the Australian Consumer Law, focusing on areas important to commercial entities that interact with consumers. Part 3 examines international commercial law, providing a detailed introduction to the World Trade Organization and to agreements central to trade between countries. The second edition includes: detailed discussion of key concepts in commercial law; four new chapters on contract law basics, business structures, bankruptcy and international commercial law; thorough integration of digital and e-commerce transactions; and end-of-chapter discussion questions designed to test reader knowledge of key points and themes. Written in a clear and concise style by an expert author team, Australian Commercial Law is an indispensable resource for students seeking a comprehensive

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understanding of commercial law.

CIMA's Official Learning System has been written specifically for the new certificate syllabus by former CIMA examiners in conjunction with the CIMA faculty. * Completely updated to reflect changes in the syllabus * The official Learning systems are the only study materials endorsed by CIMA * Key sections written by former examiners for the most accurate, up-to-date guidance towards exam success * Complete integrated package incorporating syllabus guidance, full text, recommended articles, revision guides and extensive question practice

Packed with 2013 and 2014 cases,

FUNDAMENTALS OF BUSINESS LAW TODAY:

SUMMARIZED CASES, 10e covers core business

law topics like contracts and sales in a concise paperback. Summarized cases integrated

throughout the text illustrate key points of law without unnecessary detail. Intended for the one-term course

focused primarily on contracts and sales, the text condenses the latest legal topics--including

cyberlaw, health-care, financial reform, and

more--for quick comprehension. An entire chapter is devoted to Internet Law, Social Media, and Privacy.

Current, abbreviated, and affordable,

FUNDAMENTALS OF BUSINESS LAW TODAY:

SUMMARIZED CASES, 10e provides an easy-to-understand alternative to traditional Business Law

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texts. Important Notice: Media content referenced within the product description or the product text may not be available in the ebook version.

UNDERSTANDING COMMERCIAL LAW, 7th edition, covers the needs of students in university, polytechnic and other courses that include legal papers but where those students have had little or no prior contact with the law. Students are given material and examples ranging from the background to the law in general, and how the laws of New Zealand are made and changed, through to the fundamentals of contract, consumer and commercial legislation, tort and property law. Fully updated, including taking account of the Property Law Act 2007. Expanded coverage of the Treaty of Waitangi. Brand new layout makes this book easy to use and navigate. Clear language. Business and real-life examples, diagrams and flow charts, part and chapter summaries, and a full glossary of key words enhance and reinforce learning. Case appendix contains the basic facts, issues and reasons for key decisions

Fundamentals of International Oil & Gas Law provides a foundation for understanding legal problems commonly encountered in conducting business in the oil and gas industry. Written for a global audience, William Hughes devotes substantial attention to industry legal problems arising under non-U.S. legal systems like those in the European

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Union and Islamic law regimes. Including case studies, and end of chapter questions and notes, Fundamentals of International Oil & Gas Law is an excellent desk reference, course textbook, or introductory guide to this important subject matter. First published in 2001. Routledge is an imprint of Taylor & Francis, an informa company.

This Documents volume is a companion to International Business Transactions Fundamentals, Documents, Second Edition (Kluwer Law International, ISBN 9789041190925) and provides all the supporting sources for students and practitioners seeking information on international commercial law.

The fourth edition of Barron's Fundamentals of Business Law has been completely revised to cover recent changes in legislation. Renowned for its readability, Barron's latest edition stays true to the strengths of former editions, with its unique integrated learning system, content coverage, case studies and excellent ancillary package. Ideal for students undertaking introductory studies in business law, the text is divided into six parts: Commercial Law Principles Contract Law Consumer Law Partnership and Bankruptcy Law Employment and Workplace Relations Law Marketing Law The American legal system is the most significant in the world today, yet until recently there had not been a book that provided both the basic rules and the

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theoretical understanding necessary to comprehend it. Now, Fundamentals of American Law supplies these concepts to a number of audiences, ranging from students and scholars of law to business people and government officials; from those whose work regularly involves legal issues and who want to understand the law better than they do now, to the general reader who wants to gain a stronger appreciation of our legal system. In twenty-three chapters, the book looks at the overarching principles of American law, the seven subject areas primarily governed by the States, and the eight areas governed by Federal Law. Each chapter is written by an acknowledged expert in that area. All of the authors are on the faculty of the New York University School of Law, regarded as one of the elite law schools in America, and this work is offered as an element of its unique Global Law School Program. The book not only provides the reader with a solid foundation of American law, but will also serve as a basic reference book for years to come.

Fundamentals of American Law is one volume anyone will want to have on hand to gain an understanding of our legal system.

International Business Transactions Fundamentals identifies the many sources of risk in cross-border transactions, analyzes in great depth the legal instruments that provide protection to the parties, and describes the practical means of reducing,

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reallocating, and eliminating risks. Designed primarily as a casebook and text for law school study, this volume represents nearly four decades of work by the author to present the fundamentals of the law of international business transactions. The coverage of this second edition remains consistent with the first edition, with one notable exception where the chapter on taxation of international transactions has been omitted. Like the first edition, this second edition focuses on the role of lawyers in identifying risks inherent in cross-border economic transactions, and then using primarily the law and negotiations to eliminate where possible, reduce where practicable, and reallocate where necessary those risks to the benefit of the client. What's in this book: The second edition refines and updates the materials in the first edition in a manner intended to be useful not only to students but also as a deskbook for practitioners. Matters covered include: the basic export-import sales contract; the use of price-delivery terms to allocate both price and risk; the application and use of the United Nations Sales Convention (CISG); events which may excuse the nonperformance of a contract obligation; when and how to opt in or out of the CISG; financing the export sale with a commercial letter of credit; a basic understanding of the WTO trade regulation system; the regulation of importation, including tariff classification and valuation; the regulation of

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exportation, including licensing and extraterritorial application of export laws; U.S. and EU Rules affecting the professional liability of international transactions lawyers; planning for the resolution of disputes in international transactions; a comparative law understanding jurisdiction, applicable law, and judgments recognition; issues affecting choices between arbitration and litigation of disputes; drafting choice of forum clauses; drafting choice of law clauses; understanding rules regarding judgments obligations stated in foreign currencies; recent multilateral efforts to harmonize the law on jurisdiction and judgments recognition; dealing with and avoiding claims of sovereign immunity and act of state; operating abroad through employees, agents, and distributors; anti-bribery laws and the need for compliance programs and contract restrictions; expropriation, political risk, and how to use insurance and contract terms to deal with them; investor-state contracts; antitrust laws and their extraterritorial application. Each chapter covers a distinct area of risk, providing insightful commentary on the relevant national, regional, and international laws, and detailed analyses of leading and defining cases from many jurisdictions and international courts. This edition is designed to help readers move from the simple cross-border sales transaction through steps which increase both activity abroad and the laws and regulations that might bring with them additional

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risks to be identified and allocated. A separate documents volume provides virtually all current primary source material on the law of international business transactions. How this will help you: There are many guides to the conduct of international business transactions, but none organized as clearly as this. With this up-to-date edition of a well-established practical guide, in-house lawyers for multinational corporations and practitioners in business law will quickly develop a framework for understanding each source of protection and enhance their ability to serve their company and clients well. With a consistent focus on how to draft the common elements of the contract in each level of international business involvement, this book will prove to be a valuable office reference guide.

John Dolan puts students on a direct path to understanding the UCC by focusing on the commercial activity the law governs. Structured for easy understanding, *Commercial Law: Essential Terms and Concepts, Second Edition*, gives students all the tools they need to understand the law and the code. To bring meaning to the terms and transactions of commercial law, Dolan augments his text with: diagrams and figures that illustrate complex transactions forms showing the documents merchants and bankers use glossaries bibliographies tables of documents the four parts of **COMMERCIAL LAW: Essential Terms and**

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Concepts, Second Edition, correspond to key articles: I. Sales (Article 2) II. Secured Lending (Article 9) III. Payment Systems (Articles 3, 4, and 5) IV. Transport and Storage (Article 7) Within each part, topics build from the simple To The complex. In addition to covering new Articles 3 and 4, Dolan's second edition reflects important changes in business activity, including: electronic funds transfer as it applies to business, government, and consumers the fall of the assembly line concept of 'Fordism' And The subsequent need for lean manufacturing, fast payment mechanisms, lower inventories, and EDI By first asking 'why,' John F. Dolan leads students to a true understanding of what commercial law is all about. Be sure to recommend this book in your course.

This classic, comprehensive book is divided into three sections. The first section examines the concept of risk, the nature of the insurance device, and the principles of risk management. This section also provides an overview of the insurance industry. The second section examines the traditional fields of life and health insurance as solutions to the risks connected with the loss of income. The Social Security system, workers compensation, and other social insurance coverages are discussed. The final section deals with the risks associated with the ownership of property and legal liability. Updated to reflect the changes in the field of insurance since

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1996, and a listing of Web sites of interest.

CIMA Official Learning Systems are the only coursebooks recommended by CIMA. Written by a team of experts that include past and present CIMA examiners and markers, they contain everything you need to know. Each book maps to the syllabus chapter by chapter to help you learn effectively and reinforce learning with features including: - comprehensive coverage of the whole syllabus - step by step coverage directly linked to CIMA's Learning Outcomes - up to date examples and case studies - practice questions to test knowledge and understanding- - integrated readings to increase understanding of key theories- colour used throughout to highlight key learning points * The Official Learning systems are the only study materials endorsed by CIMA * Key sections written by former examiners for the most accurate, up-to-date guidance towards exam success * Complete integrated package incorporating syllabus guidance, full text, recommended articles, revision guides and extensive question practice

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