



International Trade Practice Materials

PRACTICE MATERIALS AND FORMS

The ABA Guide to International Business Negotiations: a Comparison of Cross-cultural Issues and Successful Approaches. 2nd ed. Chicago: ABA, Section of International Law and Practice, 2000. **Level 1 K1005.4.A22 2000.**

Part one focuses on the cross-cultural aspects of international business negotiations; Part two addresses negotiations in a variety of countries, mainly developed nations.

Clubb, Bruce E. *United States Foreign Trade Law.* 2v. Boston: Little, Brown. 1991- . **Level 1 K3842.C58 1991.**

Historical approach to U.S. foreign trade law for use by both practitioner and scholar. 1995 supplement last published.

Clasen, Thomas F. *Foreign Trade and Investment: a Legal Guide.* Loose-leaf. 2d ed. Salem, N.H.: Butterworth, 1990- . **Level 1 K3842.C58 1991.**

Practical information for the non-specialist on the most common legal issues in international business. Covers imports and import regulation, export transactions, direct foreign investment, international dispute resolution. 1995 supplement last received.

Corporate Counsel's Guide: Laws of International Trade. William A. Hancock, ed. 5v. Loose-leaf. Chesterland, Ohio: Business Laws, 1986- . **Level 1 K3842.C677.**

Antitrust, import and export law, securities law, commercial law and conventions, transnational practice issues, foreign laws, executive summaries.

Counseling Emerging Companies in Going International. Alan S. Gutterman, ed. Chicago: Section of International Law and Practice, ABA, 1994. **Level 1 K1322.C68 1994.**

Basic Strategies, U.S. Laws and Regulations, Foreign Laws and Regulations, Multilateral Initiatives and Government Programs, Practical Considerations, Area Specific Summaries.

Deming, Stuart H. *Foreign Corrupt Practices Act and the New International Norms.* Chicago: Section of International Law & Practice ABA, 2005. **Level 3 KF9351.D46 2005.**

Export Programs Guide: a Business Guide to Federal Export Assistance. Washington, D.C.: Trade Information Center, 2000. **Level 1 HF1416.5.E8 2000. Also available online through the Law Library Catalog.**

Folsom, Ralph Haugwout and Michael W. Gordon. *International Business Transactions.* St. Paul: West, 2002. **Level 1 K3943.F65 2002.**

Concentrates on trade, licensing and investment law ... with special attention to NAFTA and the Uruguay Round GATT accords." Practitioner treatise series. Kept up-to-date with pocket parts.

Folsom, Ralph Haugwout. *International Business Transactions in a Nutshell,* 7th ed. St. Paul: West, 2004. **Level 1 Reference K3943.W54 2004.**

Guide to International Business Practices. Buffalo: Hein, 1997. **Level 1 K563.B87G85 1997.** "...overview of legal practices in 117 countries...aim is to provide basic information to solve practical problems."

International Chamber of Commerce Contract Series, all with disks.

The ICC Model International Franchising Contract **Level 1 K1031.I45 2000**

The ICC Model International Sale Contract **Level 1 K1031.I5 1997**

The ICC Model Occasional Intermediary Contract **Level 1 K1005.I13 2000**

International Business Transactions: commentary, forms and documents, including Word-processing software. Dennis Campbell ed. 2v loose-leaf. Deventer: Kluwer, 1988 - . **Level 1 K3943.A23 I67 1988.**

"... commentary by international practitioners on a variety of international transactions and the standard forms and documents commonly utilized in such transactions." Forms on disk also. Updated frequently.

International Contract Manual: Contract Checklists. Loose-leaf. Deventer: Kluwer, 1991- **Level 1 K1031.I571991.**

"Guides to preparing and negotiating international sales contracts; practical steps to avoid problems and improve response to foreign customers and environments, competitive practices and government requirements.

International Encyclopaedia of Laws. Deventer: Kluwer, 2000- . **Call no. varies** according to subject.

Volumes covering Civil Procedure, Contracts, Criminal Law, Environmental Law, Intellectual Property, Private International Law, Property, and Transport Law are published. Cites to national laws.

The International Lawyer's Deskbook. 2nd ed. Washington, D.C.: Section of International Law and Practice, ABA, 2003. **Level 1 Reference K559.I57 2003.**

International Trade Reporter: Current Reports. Washington, D.C.: Bureau of National Affairs, 1984- . **Level 3 KF1975.A8B95**

Published weekly with international trade world news, area news, legal news, electronic sources. Current awareness materials. Also on LexisNexis & Westlaw.

Jimenez, Guillermo. *ICC Guide to Export-Import Basics: the Legal, Financial and Transport Aspects of International Trade.* Paris, France: ICC Publishing, 1997. **Level 1 HF1379.J55**

Law & Practice of United States Regulation of International Trade. Charles R. Johnston, ed. Loose-leaf. Dobbs Ferry: Oceana, 1987 - . **Level 1 K3842.L28 1987.**

Provides "expert analysis and discussion of the more prevalent federal laws affecting import or export trade with the United States." Updated several times annually.

The Law of Transnational Business Transactions. Ved P. Nanda, ed. Loose-leaf. New York: C. Boardman, 1981- . **Level 1 K1005.4.L38.** Updated annually.

Negotiating and Structuring International Commercial Transactions. 2nd ed. Chicago: ABA Section of International Law & Practice, 2003.

Level 1 K1005.N44 2003.

Streng, William P. and Jeswald W. Salacuse, *International Business Planning: Law and Taxation*. 6v. Loose-leaf. New York: M. Bender, 1982- . **Level 1 K 3943.S77 1982**

Covers the international framework (international organizations), export transactions, and foreign investment (international investment rules, bilateral investment treaties). Updated biannually.

INTERNATIONAL DISPUTES

Epstein, David. *International Litigation: A Guide to Jurisdiction, Practice, and Strategy*. 3d ed. Loose-leaf. Ardsley, N.Y.: Transnational, 1998 - . **Level 1 Reference**

K7615.4.E67 1998.

Practical approach “for handling issues involved in establishing jurisdiction, choosing the right forum, choice of law, collecting evidence, enforcement of judgments, and use of arbitration, in both domestic and foreign tribunals.” Appendix includes some forms, conventions, circulars. Includes tables.

Encyclopedia of International Commercial Litigation. Anthony Colman, ed. London: Kluwer, 1991 - . **Level 1 Reference K1004.3 .C65 1991**

Overview of foreign commercial litigation systems, written by national litigators. Outlines of national courts and examples of different types of commercial claims. Updated twice a year.

Nanda, Ved P. *Litigation of International Disputes in U.S. Courts*. 2nd ed. St. Paul: Thomson/West, 2005 - . **Level 3 KF8940.P75 N36 2005.**

Subjects covered include questions of jurisdiction, service of process abroad , forum selection and transnational enforcement. Updated annually.

Palmer, David and Petros C. Mavroidis. *Dispute Settlement in the World Trade Organization: Practice and Procedure*. 2nd ed. New York: Cambridge University Press, 2004. **Level 1 K4610.P35 2004.**

Trakman, Leon E. *Dispute Settlement Under the NAFTA: Manual and Sourcebook*. Irvington: Transnational, 1997. **Level 1 KDZ525 .T73 1997**

Wolf, Ronald Charles. *A Guide to International Joint Ventures, with sample clauses*. 2nd ed. London: Kluwer, 1998. **Level 1 K1309.W65 1998**

Discusses practical client problems including future issues of conflict.

COUNTRY GUIDES, Very Selective

Argentina: *Doing Business in Argentina*. Chicago: ABA, Section of International Law and Practice, 2000. **Level 1 KHA333.B86 L39 2000**

China: Zimmerman, James M. *China Law Deskbook: a Legal Guide for Foreign-Invested Enterprises*. 2nd ed. Chicago: ABA, Section on International Law and Practice, 2005. **Level 1 KNQ78.B87Z56 2005**.

Europe: *Doing Business in Europe: an explanatory commentary on the principal aspects of doing business in certain European countries*. Bicester, Oxfordshire: CCH International, 1997 - . Updated annually **Level 1 KJE959.B87 D63**.

Latin America: *Latin American Law and Business Report*. Englewood Cliff: Prentice Hall Law & Business. 1992 -. **Level 1 KG101.B87.C65 L38**.

Mexico: *Mexican Law: a treatise for legal practitioners and international investors*. St. Paul, MN: West, 1998. **Level 1 KGF327.M49 1998**

Russia: *A Legal Guide to Doing Business in Russia & the Former Republics of the U.S.S.R.*. Chicago: ABA, Section of International Law & Practice, 2000. **Level 1 KLB78.B87 I53 2000**

Tax Management Portfolios has many individual countries with titles such as “Business Operations in ...” **Level 3 KF6289.A1 T35**. Also available online at **BNA Databases**.

ONLINE DATABASES

The following databases are available through the Westminster Law Library Databases/Indexes page: <http://law.du.edu/site/code/library/databaserd.php>. Set template to “International and Foreign” and click GO. Scroll to:

Foreign Law Guide

Current sources of legislation in hundreds of jurisdictions.

WorldTradeLaw.net

Features WTO and NAFTA documents and dispute resolution materials.

Click BNA (Bureau of National Affairs) > BNA Titles – Arranged by Subject and scroll to “International and foreign” category for the following BNA Databases:

BNA International Trade Daily, 2000 -
News covering international trade policy.

BNA International Trade Reporter 1996 –
Provides current information on developments affecting international trade and business.

BNA WTO Reporter

Current awareness service for WTO developments. Updated every business day.

Click back arrow, scroll to Tax and click TM Portfolios, Federal Collection, US Income, Estates, Gifts, and Trusts, and Foreign Income.

OTHER WESTMINSTER LAW LIBRARY RESOURCES

Westminster Law Library:

Subject Guide #35: Foreign Law Research: Selected Resources at

<http://law.du.edu/images/uploads/library/35ForeignLawResearchSelectedResources.pdf>

and

Subject Guide #38: International Trade & Investment Law: Basic Materials at

<http://law.du.edu/images/uploads/library/38InternationalTrade.pdf>

See also Web Research Links > International and Foreign Resources > Foreign and Comparative Law: Laws of Countries at

<http://law.du.edu/index.php/library/research/web-research-links/international-and-foreign-resources/foreign-comparative-law>