

# 《国际销售合同》

## 图书基本信息

书名：《国际销售合同》

13位ISBN编号：9787810006903

10位ISBN编号：7810006908

出版时间：1994-08

出版社：对外贸易教育出版社

页数：260

版权说明：本站所提供下载的PDF图书仅提供预览和简介以及在线试读，请支持正版图书。

更多资源请访问：[www.tushu000.com](http://www.tushu000.com)

# 《国际销售合同》

## 内容概要

国际销售合同，ISBN：9787810006903，作者：诸葛霖，王小山，夏赛花编著

## 书籍目录

### PART ONE

#### LEGALITIES OF

##### Chapter

#### INTERNATIONAL SALES CONTRACT

##### 1 The Applicable Laws for (nternational Sales

##### Contract

Commercial Laws- The UN Convention on Contracts for

International Sales of Goods-Scope of the Convention

On written contract-Important issues beyond the CISG

provisions-The Foreign Economic Contract Law of the

People' s Republic of China-On applicable law-Breach

and remedies-Settlement of disputes

##### 2 Basic Concept of International Sales

##### Contract

Contract-What is a contract-Enforceability-Agreement

International Sales Contract-International character

Sales contract-Different forms of sales contract in inter-

national trade-Contents of sales contract

##### 3 Formation of Contract

Offer-Definition of an offer-Validity time of offer-With-

drawal of offer-Revocation of offer-Termination of offer

Chinese trading practices-Acceptance-Definition of ac-

ceptance-Revision of an offer-Late acceptance-Time of

formation of a contract

##### 4 Performance of Contract

The Responsibilities of the Seller To deliver the goods-

To hand over the documents relating to the goods-To

transfer the Property to the goods-Responsibilities of

the Buyer-To pay the price-To take delivery of the

goods

##### 5 Remedies for Breach of Contract

The Three Remedies-Remedies for Breach of Contract

by the Seller-Remedies for seller' s refusal or delay to

deliver the goods-Remedies for seller' s delivery of

goods which do not conform with the contract-Reme-

dies for Breach of Contract by the Buyer-To require the

buyer to perform his obligations-To claim damages-To

declare the contract avoided

##### 6 Export And Import Procedures In China

Export Procedures-Preparing goods as required under

the contract-Examining and amending the L/C-Char-

tering proper means of transportation-Documentation

and getting paid-Import Procedures-To establish an L/

C with a bank-To make shipping arrangement-To ef-

fect insurance-To pay the price and get the title to the

goods-To take delivery of the goods and clear the goods

from the Customs

## PART TWO

Contents of International Sales contract

Chapter

7 Preamble

Opening paragraph-Diversity of wording

8 Object of Contract

Commodity description-Quality-Samples-Specifications

Flexibility in quality-Major and minor points

9 Quantity and Packing

Different weight and measure systems-Various kinds of weight-More or less clause-Packing specifications-An important condition

10 Price

Varieties of export price-How to choose proper trade terms-Variants of CIF terms-Quoting export price-Escalation clause-Commission and discount-Open price

Price of a complete plant

11 Delivery

Delivery and shipment-Time of shipment-Time of arrival-Shipping arrangements-Seller's responsibility Insurance arrangement-Special commodities-Transfer of title-Frozen ports-Destination in a land-locked country

Optional destinations

12 Payment

Banker's credit-Exporter's draft-Kinds of credit-Payment on collection basis-How to protect seller's interest

13 Inspection

Right of inspection-Independent public surveyor-When and where to make inspection-Inspection clause-Price adjustment-Inspection and certification-Buyer's acceptance

14 Erection, Test-run and Operation

Import of complete plant-Test-run and operation

15 Force Majeure

Definition of Force Majeure-Force Majeure clause

16 Warranty and Remedy

Warranty clause-How to make remedy-Need for limitations-Resort to litigation-Penalty-Patent right

17 Arbitration, Taxes and Other Provisions

Significance of arbitration-Place of arbitration-Be prudent

Appendix: Contract

# 《国际销售合同》

## 版权说明

本站所提供下载的PDF图书仅提供预览和简介，请支持正版图书。

更多资源请访问:[www.tushu000.com](http://www.tushu000.com)