

International Business Transactions

Themes & Questions

Franchising, Investing (JV), Industrial Works Contracts

- 1. What aspects of business transactions are affected when they cross national borders?**
 - **Choice of Law**
 - **Subject matter of the transaction sales intellectual property rights**
 - **Financing**
 - **Dispute Settlement**
 - **Regulation by two governments**

2. **How do these issues get resolved in each different form of transaction that we examine?**

- **Franchising**
- **Investing (JV)**
- **Industrial Works Contract**

3. **What law has been developed to facilitate the transacting of business or to resolve disputes? To what extent is the law hard law (treaties / international agreements) and to what extent is it soft law (codes of conduct / voluntary rules)?**

4. What is the main purpose of each of the different transactions we have examined?

5. **What legal issues would be of greatest concern in drafting the contract / documents / agreements for each transaction?**