



## **Special Considerations in International Contracting** – May 12, 2010; 11:30 AM - 1:00 PM CST

In the last of our four-part series, we will wrap-up our discussion on international contracting by focusing on methods to secure performance of a contracting party, U. S. laws involved in international contracting, and use of international agents.

1. Securing Performance
  - a. Generally
  - b. Credit/payment risk
    - i. Country risk
    - ii. Shipment risk
    - iii. Warranty/after purchase service
    - iv. Letters of Credit
2. Extraterritorial Laws of the United States
3. Foreign Corrupt Practices Act
4. Anti-boycott Laws
5. Anti-trust Laws
6. Export Controls and Licensing
7. Using International Agents
  - a. Legal protections for agents
  - b. Selecting an agent wisely
  - c. Avoiding bad agents
  - d. Bonded agents
  - e. Drafting an agent's contract