

The Law of Cross-Border Business Transactions

Principles, Concepts, Skills

LUTZ-CHRISTIAN WOLFF

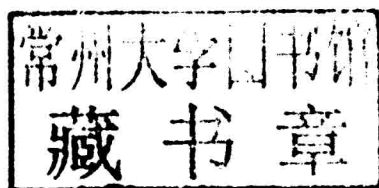


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The Law of Cross-Border Business Transactions

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Preface

In times of globalization, cross-border business transactions are conducted by many enterprises on a regular basis. Related legal aspects are consequently becoming increasingly important. While there is no single body of law governing the different forms of cross-border business transactions, similar legal questions often arise in the context of different transaction types and the answers of the law to these questions as well as the responses of legal practice have to be based on similar concepts and principles. This book attempts to make these concepts and principles transparent by giving a structured introduction to the law and practice of cross-border business transactions with the ultimate goal to consolidate transferable practical knowledge which can be applied across jurisdictions.

I am most grateful that I was able to rely on many valuable materials prepared by others and I have tried to quote primary and secondary sources comprehensively to allow for easy access to additional information. The contents of this book, including substantive information, sample clauses and contract contents as well as online links, have been checked for accuracy to the best my knowledge until the end of 2012. They should, however, not be relied upon without independent verification against the backdrop of the facts of any particular case and in light of the governing law. In particular, online links are provided for convenience only and no responsibility can be accepted for the innocuousness of the links or for information available on the referenced sites.

This book is based on my experience as practicing lawyer in the field of international business law over more than twenty years. I wish to express special thanks in this regard to Dr Norbert Knittlmayer and his team, Düsseldorf, Germany. The numerous transactions on which we have worked together have inspired the structure and the contents of many of the chapters of this book.

Hong Kong, March 2013
Lutz-Christian Wolff

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