

INTERNATIONAL STUDENT EDITION

SCHAFFER EARLE AGUSTI

INTERNATIONAL BUSINESS LAW
AND ITS ENVIRONMENT

SIXTH EDITION

Not for Sale in the
United States



SIXTH EDITION

INTERNATIONAL BUSINESS LAW AND ITS ENVIRONMENT

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R. S.

*To Julie, Anna, and David, for their love and infinite patience.
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for whom so many generations of law students owe so much.*

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with her dedication and hard work.*

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RICHARD SCHAFFER is Professor Emeritus (ret.), Walker College of Business, Appalachian State University, Boone, North Carolina. His primary teaching responsibilities have been in the area of business law, international business transactions, and the law of international trade and investment. Schaffer received his J.D. from the University of Mississippi and his LL.M. from New York University. A former practicing attorney, he served as visiting consultant to the United Nations Department of International Economic and Social Affairs (CSDHA/CRIMP), New York, San Jose, and Vienna, on projects related to multinational corporations, corrupt practices and the impact of the international economic criminality on socioeconomic development (1976–1982). A founder of his college's international business program, and formerly Director of International Business Studies at his college, Schaffer has both studied and taught overseas, and has consulted with other business schools on the internationalization of their curriculum. He has served as Director for Education for the North Carolina World Trade Association, has worked with trade and industry groups, and has lectured widely on issues related to international business and international education. Now active in the international down products and home textile industries, Schaffer is involved in manufacturing, distribution, global sourcing, importing, exporting, and government compliance. He has broad experience in business, with extensive professional relationships in Western and Eastern Europe and China. Among his many interests, he is active as a K-9 handler with search and rescue dog groups in North Carolina.

BEVERLEY EARLE is a Professor in the Law Department at Bentley College and the McCallum Graduate School of Business, where she has been on the faculty since 1983. She teaches the legal environment of business and international business law at the undergraduate and graduate level. She graduated with a B.A. from the University of Pennsylvania and a J.D. from Boston University

and was admitted to practice law in Massachusetts. Professor Earle received the Bentley College Scholar of the Year Award in 2001. Professor Earle won the Indiana University Center for International Business Education and Research Case Competition in 1999. She has presented papers at numerous places including Cornell University Law School Symposium in 2000, and her articles appear in law reviews published by Cornell, University of California at Berkeley, and University of Minnesota. She has also published in *The Boston Globe* and the *Philadelphia Inquirer*. She studied in Paris on a sabbatical in 1993 and 1994. Professor Earle taught at Yunnan University in Kunming, China, on a U.S.I.A. grant during May and June 1990 and in Strasbourg, France in 1992. She is a past president of the International Section of the Academy of Legal Studies in Business.

FILIBERTO AGUSTI is a partner in the Washington, DC, law firm of Steptoe & Johnson LLP, where he has practiced law since 1978. He represents major business lenders, governments, equity investors, and other participants in complex international commercial financing and corporate acquisition transactions. These representations have included negotiation, structuring, and legal drafting in international project finance and privatization transactions, cross-border corporate acquisitions, international joint ventures, and financing facilities. Mr. Agusti has authored several articles for the *Harvard Law Review* and other legal publications in the corporate arena. He also is a frequent speaker on corporate and commercial finance issues at professional and industry seminars in the United States and abroad.

Mr. Agusti was law clerk to Judge William H. Timbers, U.S. Court of Appeals for the Second Circuit, 1977–78. He is a 1977 graduate of the Harvard Law School, where he was a senior editor of the *Harvard Law Review*. He graduated summa cum laude with a B.A. from the University of Illinois in 1974.

LIST OF FREQUENTLY USED ACRONYMS

AD	Antidumping Duty	DOC	Department of Commerce
AGOA	African Growth and Opportunity Act	DSB	Dispute Settlement Body (WTO)
AID	Agency for International Development	DSU	Dispute Settlement Understanding (WTO)
APEC	Asia Pacific Economic Cooperation	EBRD	European Bank for Reconstruction and Development
ASEAN	Association of Southeast Asian Nations	EC	European Community
BEA	Bureau of Economic Analysis, U.S. Department of Commerce	ECJ	European Court of Justice
BIS	Bureau of Industry and Security (U.S. DOC)	EDI	Electronic Data Interchange
BOP	Balance of Payments	EEA	European Economic Area
BOT	Balance of Trade	EFTA	European Free Trade Association
CACM	Central American Common Market	EMC	Export Management Company
CAP	Common Agricultural Policy of the European Union	EPO	European Patent Office
CARICOM	Caribbean Common Market	ERM	Exchange Rate Mechanism
CBERA	Caribbean Basin Economic Recovery Act	ETC	Export Trading Company
CBI	Caribbean Basin Initiative	EU	European Union
CBP	Bureau of Customs and Border Protection (U.S. DHS)	EXIMBANK	Export-Import Bank of the U.S.
CBSA	Canadian Border Services Agency	FCIA	Foreign Credit Insurance Association
CCC	Commodity Credit Corporation	FCN	Friendship, Commerce, and Navigation treaties
CCC	Customs Cooperation Council	FCPA	Foreign Corrupt Practices Act
CCL	Commerce Control List (formerly Commodity Control List)	FDI	Foreign Direct Investment
CE	Conformité Européene	FMC	Federal Maritime Commission
CET	Common External Tariff (or CXT)	FPA	Free of Particular Average
CISG	Convention on Contracts for the International Sale of Goods	FSC	Foreign Sales Corporation
CIT	Court of International Trade	FSIA	Foreign Sovereign Immunities Act
CMI	Comite Maritime International	FTAA	Free Trade Area of the Americas
CO	Certificate of Origin	FTC	Federal Trade Commission
COCOM	Coordinating Committee for Multilateral Export Controls	FTZ	Foreign Trade Zone
CODEx	Codex Alimentarius Commission	GATS	General Agreement on Trade in Services
COE	Council of Europe	GATT	General Agreement on Tariffs and Trade
COGSA	Carriage of Goods by Sea Act	GCC	Gulf Cooperation Council
CVD	Countervailing Duty	GDP	Gross Domestic Product
DFAIT	Department of Foreign Affairs and International Trade (Canada)	GSP	Generalized System of Preferences
		HTS	Harmonized Tariff Schedule (see HTSUS)
		HTSUS	Harmonized Tariff Schedule of the United States
		IBRD	International Bank of Reconstruction and Development

ICC	International Chamber of Commerce	NTR	Normal Trade Relations (formerly MFN)
ICJ	International Court of Justice (World Court)	NVOCCs	Non-Vessel Operating Common Carriers
ICSID	International Center for the Settlement of Investment Disputes	OAS	Organization of American States
IDA	International Development Association	OECD	Organization for Economic Cooperation and Development
IEEPA	International Emergency Economic Powers Act	OFAC	Office of Foreign Assets Control (Department of Treasury)
IFC	International Finance Corporation	OPIC	Overseas Private Investment Corporation
ILO	International Labor Organization	OSRA	Ocean Shipping Reform Act of 1998
IMF	International Monetary Fund	SDR	Special Drawing Rights
IMO	International Maritime Organization	SECOFI	Secretaría de Comercio y Fomento Industrial (Mexico)
IPR	Intellectual Property Rights	SED	Shipper's Export Declaration
ISO	International Organization for Standardization	SWIFT	Society for Worldwide Interbank Financial Telecommunications
ITA	International Trade Administration	TAA	Trade Adjustment Assistance
ITC	International Trade Commission	TNC	Transnational Corporation (see MNC)
JETRO	Japan External Trade Organization	TRIMS	Trade-Related Investment Measures
JIS	Japanese Industrial Standards Mark	TRIPS	Trade Related Aspects of Intellectual Property Rights
JPO	Japanese Patent Office	UCP	Uniform Customs and Practices for Documentary Credits
LC	Letter of Credit	UNCITRAL	United Nations Commission on International Trade Law
MAC	Market Access and Compliance (U.S. Department of Commerce)	UNCTAD	United Nations Conference on Trade and Development
MERCOSUR	Mercado Common del Sur (Southern Common Market)	UNDP	United Nations Development Program
METI	Ministry of Economy, Trade, and Industry (formerly MITI-Japan)	UNEP	United Nations Environmental Program
MFN	Most Favored Nation Trade Status (see NTR)	UNIDO	United Nations Industrial Development Organization
MNC	Multinational Corporation	UNIDROIT	International Institute for the Unification of Private Law
MNE	Multinational Enterprise (also MNC)	USDA	U.S. Department of Agriculture
MOFTEC	Ministry of Foreign Trade and Economic Cooperation (China)	USITC	U.S. International Trade Commission
MOSS	Market-Oriented-Sector-Selective	USTR	U.S. Trade Representative
MTN	Multilateral Trade Negotiations	WCO	World Customs Organization
NAFTA	North American Free Trade Agreement	WIPO	World Intellectual Property Organization
NGO	Non-governmental Organization	WTO	World Trade Organization
NIS	Newly Independent States		
NME	Non-market Economy Nation		
NTB	Non-tariff Barrier		
NTDB	National Trade Data Bank		
NTE	National Trade Estimate Report		

It has been said that America's interest in international education has peaked and ebbed with the changing tide of the American political climate, rising in times of economic expansion and ebbing during periods of political isolation or economic protectionism. Perhaps, however, the cycle has finally been broken, and industry leaders, government policymakers, and educators alike have come to understand the importance of making a permanent commitment to international education.

In the last half of the twentieth century, America faced an increasingly competitive global marketplace and a mounting trade deficit. Rather than seek protection behind often-politicized trade laws, America's leaders committed themselves and the nation to policies of free trade and open investment. American firms realized that they had no choice but to compete aggressively with international competitors, in markets both here and abroad. Witness not only America's great multinational corporations, but also the successes of the many small and medium sized companies that today do business internationally.

Among nations, the spirit of free trade has become contagious. Examples can be seen everywhere: The rush of nations to join the World Trade Organization, the growth of regional economic integration, privatization of national economies, and the opening of once tightly controlled markets in developing countries and in formerly communist countries as well. The outcome has been the globalization of the world's economy and of world markets for goods and services. It is in this climate that we have seen perhaps the greatest renewal of interest in international business education in America's history.

TRADE, INTELLECTUAL PROPERTY, AND FOREIGN DIRECT INVESTMENT: A THEMATIC APPROACH

International Business Law and Its Environment is intended for use in such courses as International

Business Law, International Business Transactions, or the Law of International Trade and Investment. Our thematic approach is patterned after the basic market-entry strategies of most firms as they expand into international markets: trade in goods and services, the protection and licensing of intellectual property rights, and foreign direct investment. Through the study of law, we attempt to provide a fairly comprehensive treatment of each of these market-entry methods—and their variations and combinations—as they fit into the overall strategy of a particular firm. We begin our discussion with trade, which involves the least penetration into the international market, and progress to foreign direct investment, which immerses the firm completely in the social, cultural, and legal systems of its host country. This progression also patterns the life cycle of many firms as they mature and as they move more aggressively into new international markets.

PRIVATE AND PUBLIC INTERNATIONAL LAW

International Business Law and Its Environment emphasizes both private and public law. The private law applicable to international business transactions, for example, includes the law of international sales, trade finance and letters of credit, distribution agreements, agreements with foreign sales representatives, licensing agreements, and other governing law. Public international law includes conventions, treaties, and agreements among nations that make up the legal framework within which international business takes place. The treaties of the European Union, the GATT agreements, and NAFTA are prime examples. Public international law provides the basis for the government regulation of international business. It affects the environment within which a firm's international business strategies are developed, and the firm's responsibility under national laws and administrative regulations. Customs and tariff laws are good examples, as are laws that open markets to international investors. We also treat general

principles of the law of nations, as well as the work of various intergovernmental organizations (such as UN agencies, the WTO, and the OECD), because these are fundamentals needed for study.

INTERNATIONAL AND COMPARATIVE APPROACH

No text can attempt to teach the law of every nation in which a firm might do business, and we have resisted the temptation to simply catalog foreign laws. Instead, foreign laws and foreign case decisions are presented throughout the book for comparison purposes, to illustrate differences in legal or economic systems, and differences in doing business in other countries. Where applicable, we compare civil law, common law, socialist law, Islamic law, and concepts from different legal systems. Examples include comparative sales law, labor law, advertising law, and agency law. For instance, our discussion of Chinese law provides U.S. readers with many interesting comparisons, because the United States and China are in different stages of development, with very different political systems. European law is discussed throughout the book. Of course, U.S. law and relevant international agreements, uniform codes, and the decisions of international tribunals are treated in greater detail.

THE MECHANICS AND THEORY OF INTERNATIONAL BUSINESS TRANSACTIONS

International Business Law and Its Environment not only teaches the “hands on” mechanics of international business transactions, but also provides the theory needed for businesspeople to understand the consequences of their actions. Commercial transactions are thoroughly examined and explained. This includes negotiating contracts for the sale of goods and services, negotiating contractual terms of trade, handling shipping contracts and cargo insurance, agency contracts, dealing with letters of credit and other banking arrangements, alternatives for dispute settlement, and much more. Many sample forms and documents are included. Methods for protecting one’s intellectual property are closely considered, as are the handling of international investment arrangements, employing persons abroad and other issues.

Similarly, readers are taken through many thorny problems of dealing with the government, such as learning how to move goods through U.S. Customs or to fight back against unfair foreign competition or trade barriers.

A BUSINESS AND MANAGERIAL PERSPECTIVE

We begin with the premise that the world of international business is a dangerous place, and that the management of international business is the management of risk. Whether one is developing and implementing an international business strategy, or managing an international business transaction, an understanding of the special risks involved will help assure a project’s success. In keeping with our thematic approach, we examine the risks of trade (e.g., managing credit or marine risk), protecting and licensing intellectual property (e.g., dealing with gray market goods or registering foreign patents), handling foreign mergers and acquisitions (e.g., unexpected differences in foreign corporate or labor law) or evaluating political risk in less stable regions of the world. We then learn how to avoid, reduce, or shift the risk to other parties or intermediaries. The case study approach is excellent for this purpose, as readers can see firsthand the mistakes others have made, and how disputes are resolved.

We also stress strategic business decision-making. For example, our chapter on imports, customs, and tariff law does not simply view importing as an isolated transaction. Rather, it addresses the importance of customs and tariff law on a firm’s global operations, such as the selection of contractors or the location of overseas plants and factories. This technique is implemented throughout the book.

CULTURAL, POLITICAL, SOCIAL, AND ECONOMIC CONCERNS

New to this edition are five selected essays on living and working successfully in different foreign cultural settings. These informative essays provide information on cultural mores and corporate culture of China, Japan, Germany, Mexico, and France, and are interspersed in part throughout the text. The material continues in more depth on the text’s Web site.

As with each previous edition, we have made a special effort to discuss the cultural, political, and economic aspects of international business, as they bear on differences in attitudes toward the law, their impact on trade relations, and how they affect the way we do business in another country. In discussing trade issues, it is almost impossible to separate politics, foreign policy, and trade. Thus we have devoted considerable attention to current events in many countries, including Cuba, Myanmar, China, and elsewhere. Many topics require a historical perspective, such as the Smoot-Hawley era of the 1930s, the development of GATT in the 1940s, the Iranian Revolution of 1979, forty years of U.S.-Cuba relations, or more recently, U.S. involvement in Iraq.

We also discuss U.S.-China relations and the potential impact on U.S. trade and investment there. Readers are asked to consider the impact of world current events on their strategic business decisions, particularly in unstable regions or under hostile political and economic conditions.

DEVELOPING COUNTRIES

The developing countries of Africa, Asia, Latin America, and the Caribbean present special problems for their richer trading partners. We have tried to paint a realistic picture of trade opportunities, colored by the realities of disease, poverty, and environmental degradation that threaten much of our planet.

Trade and investment issues in developing countries are incorporated in all parts of the book. Examples include the 2000 *Cotonou Agreement* that will define relations between Europe and its trading partners in the developing world for much of the century to come, the *Doha Development Agenda*, the recent U.S. trade initiatives for Africa, or negotiations for a Western Hemisphere trade agreement. Many special issues related to doing business in the independent republics of the former Soviet Union are covered. The UNCTAD *World Investment Report* is discussed, along with the impact of multinational corporations on the developing world.

ETHICS AND SOCIAL RESPONSIBILITY

Because ethical questions can arise in varying contexts, we have chosen to integrate the subject

throughout the book. Examples include codes of conduct, bribery and corruption, child labor, workers' rights, protection of the environment and of wildlife, prison and forced labor, human rights issues in doing business under repressive regimes, AIDS and other world health issues, discrimination issues in foreign countries, special issues related to U.S. investment in Mexican *maquiladora* plants, the ban on asbestos products, and others. Major environmental decisions of the WTO Dispute Settlement Body are included.

TO OUR INTERNATIONAL READERS

We are pleased to know that our work is contributing to student learning at universities on virtually every continent and in every region of the world. Naturally, our audience is primarily an American one. We necessarily devote a major portion of the text to American law, to U.S. trade relations, and to the needs of the American firm. However, we have made every effort to maintain our international perspective, and to draw important international comparisons. Cases from countries other than the United States appear throughout the book, as do discussions of foreign codes and practices. Moreover, the increased reliance on uniform rules, harmonized codes, and international standards makes the book suitable for any student interested in international business law.

KEY REVISIONS TO THE SIXTH EDITION

The 6th edition covers many of the major legal and political developments that followed September 11, 2001. These include the creation of the Department of Homeland Security as a part largest reorganization of the American government in over fifty years, the USA PATRIOT Act and, where appropriate, the impact and relevance of the war on terrorism to business. The latest developments in trade negotiations, the European Community, intellectual property, global environmental protection, and investment policies are analyzed. We also gave careful attention to global public health issues related to AIDS, "mad cow" disease, "hoof and mouth" disease, genetically modified foods, asbestos and harmful products, and more. This edition has an increased focus on living and working in foreign cultures, and makes greater use of industry examples.

As with each new edition, we have included many new cases: *U.S. v. Lindh*; *U.S. v. Mead Corporation*; *Reyes-Gaona v. NC Grower's Association*; *Commission of the EC v. the Italian Republic* (the *Chocolate* case); *National Farmers' Union v. France* (the *Mad Cow* case); *Acree v. Republic of Iraq*; the *Shrimp-Sea Turtles* case; and new landmark WTO decisions on *Asbestos Products*, *European Steel*, and *Reformulated Gasoline*. There are more new cases than can be mentioned here, including four new cases interpreting international sales law (the CISG) alone.

In addition, this edition contains more foreign law decisions, and decisions of international tribunals, than did previous editions. Where possible, cases deleted from prior editions have either been discussed in the text or included as end of chapter questions, to provide continuity to users of previous editions.

PART ONE: THE LEGAL ENVIRONMENT OF INTERNATIONAL BUSINESS

- A completely new Chapter Three, “*Resolving International Commercial Disputes*.” The chapter has greater emphasis on avoiding disputes and on basic principles affecting arbitration and litigation, with a focus on the special problems of international dispute settlement, such as cultural barriers to dispute resolution, obtaining jurisdiction over foreign parties in the Internet age, cross-border forum shopping and foreign judicial assistance. Conflict of laws principles are now introduced in this chapter.
- Updated trade, investment, and economic data with discussion.
- Current political and economic changes in China, Russia, Eastern Europe, and the developing countries.
- Analysis of UNCTAD’s *World Investment Report* and the impact of multinational corporations on development.
- New and expanded guide to U.S. government export assistance programs.
- Greater emphasis on the basic principles of international law, with increased coverage of the law of treaties.
- Expanded comparative law coverage of privacy and criminal law.
- The international response to the “blood diamond” trade.
- Updated treatment of international affairs, including the UN and Iraq, the International Criminal Court, and more.
- Updated ethics coverage, including presentation of the Haliburton Code of Ethics for class discussion.

PART TWO: INTERNATIONAL SALES, CREDITS, AND THE COMMERCIAL TRANSACTION

- Focus on commercial and business transactions enhanced (e.g., one essay suggests *17 Steps to Take the Fear out of Letters of Credit*)
- Materials on the international sale of goods substantially updated to reflect the growth of case law under the UN CISG. Includes new cases on the applicability of the CISG, modification of contracts, warranties, and fundamental breach.
- Comparative analysis of CISG and UCC now includes 2003 Amendments to Article 2.
- Updated material on electronic data interchange in international transactions.
- Updated discussion of trade terms, including a new case interpreting “*Incoterms*” under German law.
- Updated discussion of letters of credit and the rule of strict compliance.
- Complete treatment of the new *Montreal Air Convention* and the liability of air carriers, including new material on jurisdiction and air disaster litigation.

PART THREE: INTERNATIONAL AND U.S. TRADE LAW

- Covers the reorganization of the U.S. executive departments, and analyzes the impact of homeland security on U.S. importers and exporters.
- The USA PATRIOT Act is analyzed and in the *American Taliban* case presented. Changes in export controls since 2001 are discussed, and includes the *NY Times* export application case.
- Updates on the president’s trade promotion authority, U.S. trade agreements, and the latest U.S. trade legislation.

- Discusses China's admission to the WTO, and current issues in doing business there.
- Latest case law on relationship between GATT/ WTO and U.S. law.
- Covers latest trade negotiations, including the *Doha Agenda*
- Emphasizes rising global concerns over public health and food safety, and includes the WTO *Asbestos* decision and the EU *Mad Cow* decision. Raises issues related to genetically modified foods.
- Discusses the coming changes in global textile trade.
- Substantial rewrite of the chapter on import competition and unfair trade, with significant new case selection. Includes an analysis of safeguards, dumping, and subsidies in the global steel industry and the important WTO *European Steel* decision.
- Customs law chapter includes analysis of *Chevron*, *Haggar*, and *Mead* decisions of the U.S. Supreme Court, homeland security issues, and improved discussion of classification issues, including tariff engineering.
- Recent developments toward the *Free Trade Area of the Americas*
- EU issues updated, including changes in the euro, EU enlargement, CAP, and privacy.

PART FOUR: REGULATION OF THE INTERNATIONAL MARKETPLACE

- Covers the latest intellectual property issues and WTO TRIPS decisions. New key coverage areas include "geographical indications" on products, and patent law issues affecting the AIDS epidemic in developing countries.
- Expanded biodiversity discussion with a review of the issues and national positions.
- Addresses new attitudes toward privatization and nationalization in Russia.
- Child labor, the ILO, and other social responsibility issues expanded.
- U.S. tax consequences of foreign subsidiary operations added.
- Addresses changes in the Act of State doctrine, and a new discussion of state-sponsored terrorism issues and the *Acree* case.

- *Reyes-Gaona* decision now included, with new material on the extraterritorial application of U.S. antidiscrimination law. Explores foreign gender discrimination laws, including Japan and the Ukraine.
- Major new environmental decisions include WTO *Shrimp—Sea Turtle* and *Reformulated Gasoline*. Other highlights include new environmental treaties and "polluter pays" agreements, and issues related to the transboundary effects of industrial accidents, particularly in Eastern Europe and Central Asia.
- Presents new studies on official corruption throughout the world, new international efforts to combat it, and FCPA implications.
- Presents new case from Paraguayan Supreme Court illustrating the severity of laws governing the termination of foreign agents and representatives.
- Addresses new legal controversies in European competition law.

OUR GREATEST CHALLENGE

Perhaps the greatest challenge in preparing any edition is simply to keep up with the rapid pace of political, economic, and legal changes around the world. Revisions had to be made almost daily to keep abreast of current developments. There are countless topics that had to be included or revised at the last moment. Other issues are still outstanding. What will be the result of the *Doha Development* rounds? Will Russia be admitted to the WTO? What will be the impact of the EU's expansion? Will there be a new *Free Trade Area of the Americas*? How will the lifting of quotas on U.S. textile imports in 2005 affect jobs, and how will it affect the American political scene? How will the 2004 U.S. presidential election affect America's position on trade issues? Many questions must await the next edition.

PEDAGOGICAL FEATURES OF THE SIXTH EDITION

- Both landmark and cutting-edge cases from U.S. and foreign courts, and decisions of the WTO, NAFTA, ICSID, and other international tribunals.

- Business and industry examples, sample documents, and forms.
- *International Accents* features current real-world issues, and insight on cultural factors affecting living and working in foreign countries.
- Current economic data and statistical information
- Updated Internet links
- End-of-chapter questions
- Expanded list of frequently used acronyms in international business.

SUPPLEMENTAL MATERIALS

- The Instructor's Manual with Test Bank has been revised and enhanced by Joseph A. Zavaletta of the University of Texas, Brownsville. The Instructor's Manual contains Answers to Case Questions, end-of-chapter Questions and Case Problems, Managerial Implications, Chapter Summaries, lists of chapter cases, Supplemental Cases, Teaching Suggestions, Internet Activities, and Supplemental Exercises. In addition, the Test Bank has been revised and expanded.
- PowerPoint slides are available on the text Web site at <http://schaffer.westbuslaw.com>. These can be used by instructors as a lecture aid, and by students as a study aid.
- The text Web site at: <http://schaffer.westbuslaw.com> includes instructor materials for downloading current Internet addresses relevant to the text, Court Case Updates, and other resources. From here, you can also access NewsEdge, a news link that delivers live legal news and company data from the world's leading news sources.

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- **West's Digital Video Library.** Featuring 55 segments on the most important topics in Business Law, West's Digital Video Library helps make the connection between the textbook and the business world. Three types of clips are represented, **Legal Conflicts in Business** feature modern business scenarios, **Ask the Instructor** clips offer concept review, and **Drama of the Law** present classic legal situations. Together, these clips bring business law to life. Access to West's Digital Video Library can be bundled with every new text for no additional cost. For more information about West's Digital Video Library, visit <http://digitalvideolibrary.westbuslaw.com>.

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