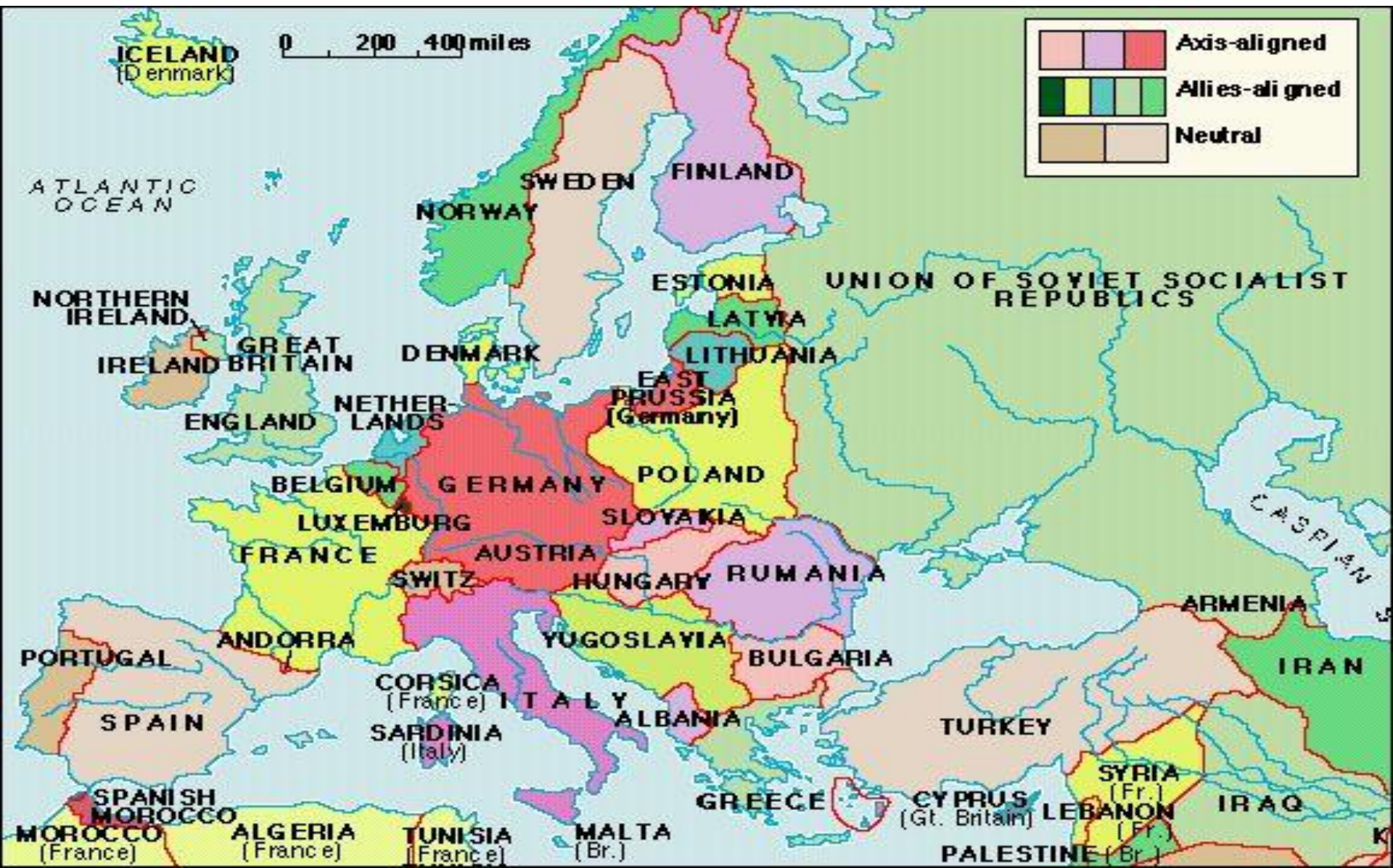


INTRODUCTION TO WTO – INTERNATIONAL TRADE

EUROPE – WORLD WAR 2



WORLD MAP



Click anywhere on this panel for larger version of this world map clickable to different countries

INTERNATIONAL TRADE AND CRICKET GAME

- WHICH RULE IS MORE IMPORTANT ?

**Which Stump is
most important?**

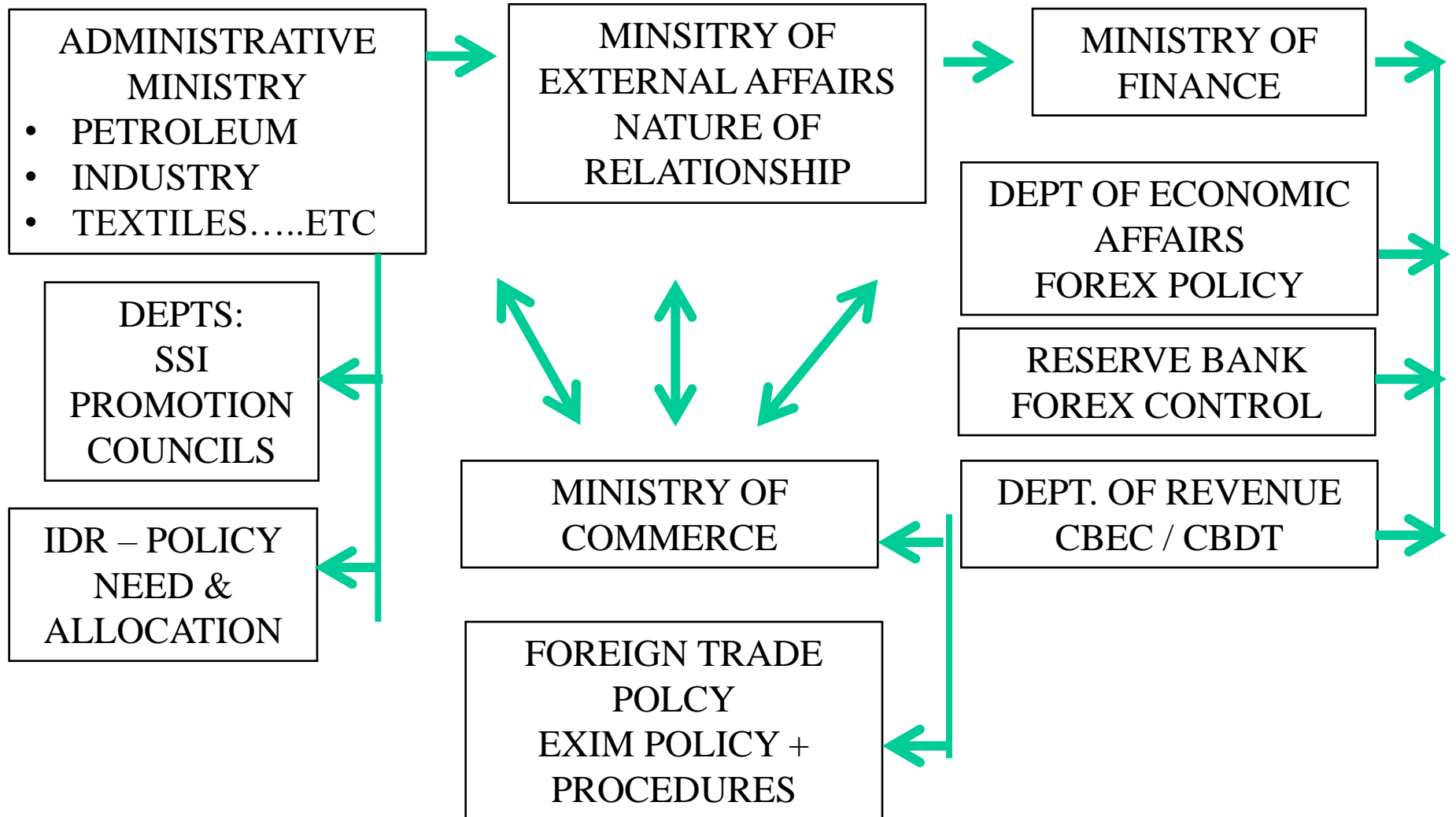


PRICE		COST	
T	A	E	F
X		X	O
E	S	I	R
S		M	E
&	D	P	C
U		O	O
T	I	L	N
I		P	T
E	E	I	R
S		C	O
S	S	Y	L



CREASE RULES:
Labour laws, environment laws,
exit policy etc

INDIAN FOREIGN TRADE



CONTRACT RISKS PERCEPTIONS MATRIX (ILLUSTRATION)

RISKS	EG.	POSSIBLE SOLUTIONS ?
★ MISUNDERSTANDING	<ul style="list-style-type: none"> ✓ Identity of goods..... ✓ Delivery..... ✓ Cost Sharing..... ✓ TAXES..... 	HSN INCOTERMS COMBITERMS (SEC.64(A) OF SGA?)
★ PAYMENT	<ul style="list-style-type: none"> ✓ WHEN..... ✓ HOW..... 	L.C, D.A; DP; FORFAIT FACTOR GUARANTEE
★ QUALITY	<ul style="list-style-type: none"> ✓ SPECIFICATIONS..... ✓ TOLERANCE..... 	SAMPLES STANDARDS INSPECTION
★ NON-PERFORMANCE	<ul style="list-style-type: none"> ✓ EXPECTATION..... ✓ CONSEQUENCE..... 	PENALTY RISK PURCHASE WARRANTY / GUARANTEE
★ DELAYED DELIVERY	<ul style="list-style-type: none"> ✓ TIME..... ✓ MODE..... 	L.D / PENALTY RISK PURCHASE FORCE MAJEURE



★ TRANSIT LOSS



- ✓ WHO'S RISK.....
- ✓ RECOVERY.....

INSURANCE
INCOTERMS

★ LEGALITY



- ✓ EXISTING LAW.....
- ✓ FRUSTRATION.....

APPLICABLE LAW
JURISDICTION
COMPETENCE

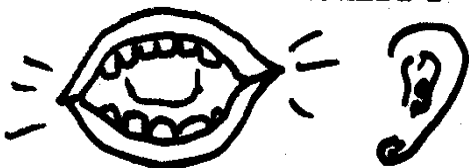
★ TITLE



- ✓ DEFECTS.....
- ✓ TIME OF TRANSFER.....

INDEMNITY,
INTENTION,
TRADE PRACTICE

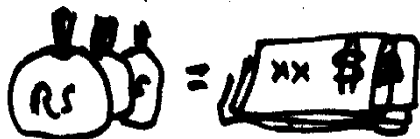
★ CONFIDENTIALITY



- ✓ LEAKS.....
- ✓ DISCLOSURES.....

COPYRIGHT;
LICENSING;
PENALTY

★ EXCHANGE / RATES



- ✓ VOLATILITY.....
- ✓ VALIDITY.....
- ✓ CONVERTIBILITY.....

HEDGING OPTIONS
COUNTER-TRADE
CURRENCY CHOICE

FUNDAMENTAL RULES OF A GOOD CONTRACT DRAFTING:
EACH TERM SHOULD BE: SIMPLE, PRECISE, CLEAR & FAIR
EACH SENTENCE SHOULD BE LESS THAN 26 ENGLISH WORDS

RULE
OF
26



**THANK
YOU!**

