

INTERNATIONAL SALE CONTRACT CHECKLIST

The International Sale Contract is the most used among those governing trade relations between companies in different countries. This agreement sets out the rights and obligations of the parties (buyer and seller) and the remedies for breach.

This contract is greatly influenced by the [United Convention on Contracts for the International Sale of Goods](#) (CISG), widely accepted by lawyers of different traditions and backgrounds. It articulates practical requirements arising from commercial practice with the general rules of CISG. Besides CISG, other sources of uniform contract law used in drafting this contract are the following: [Uniform Law on the International Sale of Goods](#) (ULIS), [UNIDROIT Principles of International Commercial Contracts](#) and the [Principles of European Contract Law](#).

The International Sale Contract can be divided into four parts:

First Part: Lays down rules of on the goods: delivery, price, payment conditions and documents to be provided.

Second Part: Governs the *remedies* of the seller in case of nonpayment at the agreed time, lack of conformity of goods, transfer of property and legal effects.

Third Part: Contains the rules on avoidance of contract and damages, avoidance procedure, effects of avoidance, as well as rules on restitution, damages and mitigation of harms.

Fourth Part: Contains the standard clauses.

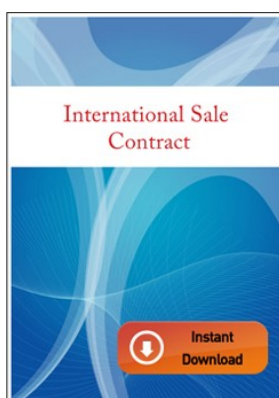
Regardless of who drafts the contract, sellers and buyers need to be aware and thoroughly review the most important clauses to protect their own interests. Although the law of many countries will imply certain terms to encourage fair dealing, this law is generally applied through costly and time-consuming legal processes, whether court or arbitration. Accordingly, **the best way to control of your contract is to clarify each party's responsibility** in the agreement by paying close attention to every contract term.

For instance, when you agree to buy a certain amount of merchandise raises several questions to be addressed in the contract: Where will deliver the goods? At what moment the payment will be made? What happens if the merchandise does not meet the agreed conditions?.

Below, we offer a **checklist of 30 key elements** that must be clearly defined in an international sales contract.

International Sale Contract Checklist

✓	Contract date	✓	Tariffs and taxes
✓	Identification of Parties	✓	Insurances
✓	Goods - description	✓	Inspection rights
✓	Goods - quantity	✓	Intellectual property rights
✓	Packaging	✓	Export/import documents
✓	Method of payment	✓	Re-exportation prohibition
✓	Price of goods	✓	Termination due to breach of contract
✓	Payment - currency	✓	Indemnities
✓	Payment - term	✓	Granting rights and obligations
✓	Payment - method of payment	✓	Term of contract
✓	Delivery - date	✓	Ownership
✓	Delivery - date	✓	Force Majeure
✓	Transportation - carrier	✓	Notices
✓	Transportation - handling charges	✓	Arbitration
✓	Transportation - shipping time	✓	Applicable legislation



To obtain the International Sale Contract model in several languages click [here](#).

INTERNATIONAL CONTRACTS TEMPLATES



INTERNATIONAL CONTRACTS IN ENGLISH

- International Sale Contract
- International Distribution Contract
- International Commercial Agency Contract
- International Sales Representative Agreement
- Intermediary Contract for Trade Operations
- International Joint Venture Contract
- International Strategic Alliance Agreement
- International Franchise Contract
- International Services Contract
- International Consulting Contract
- International Technology Transfer Agreement
- International Trademark License Agreement
- International Supply Contract
- International Manufacturing Contract
- International Buying Agent Contract
- Logistics Services Contract
- Export Contract
- Confidentiality Agreement
- Expatriate Contract of Employment
- Memorandum Understanding International distribution
- Memorandum of Understanding for Joint Venture
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INTERNATIONAL CONTRACTS IN SPANISH

- Contrato de Compraventa Internacional
- Contrato de Distribución Internacional
- Contrato de Agencia Comercial Internacional
- Contrato de Representación Comercial Internacional
- Contrato de Intermediación Comercial Internacional
- Contrato de Joint Venture Internacional
- Contrato de Alianza Estratégica Internacional
- Contrato de Franquicia Internacional
- Contrato Internacional de Servicios
- Contrato Internacional de Consultoría
- Contrato Internacional de Transferencia de Tecnología
- Contrato Internacional de Licencia de Marca
- Contrato Internacional de Suministro
- Contrato Internacional de Fabricación
- Contrato de Agente de Compras Internacional
- Contrato de Servicios Logísticos
- Contrato de Exportación
- Contrato de Confidencialidad
- Contrato de Trabajo para Expatriado
- Memorándum Entendimiento Distribución Internacional
- Memorándum de Entendimiento para Joint Venture
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- **Pack Todos los Contratos en Español**



INTERNATIONAL CONTRACTS IN FRENCH

- Contrat de Vente Internationale
- Contrat de Distribution Internationale
- Contrat d'Agent Commercial International
- Contrat de Représentation Commerciale Internationale
- Contrat de Joint Venture Internationale
- Contrat de Franchise Internationale
- Contrat International de Services
- Contrat International d'Approvisionnement
- Contrat International de Fabrication
- Contrat de Confidentialité
- Protocole d'Accord pour Distribution Internationale
- Protocole d'Accord pour Joint Venture Internationale
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INTERNATIONAL CONTRACTS IN GERMAN

- Internationaler Kaufvertrag
- Internationaler Vertriebsvertrag
- Internationaler Handelsvertretervertrag
- Internationaler Vertretungsvertrag
- Internationaler Joint Venture Vertrag
- Internationaler Franchisevertrag
- Internationaler Dienstleistungsvertrag
- Internationaler Liefervertrag
- Internationaler Herstellungsvertrag
- Geheimhaltungsvereinbarung
- Absichserklärung Internationalen Vertriebsvertrag
- Absichserklärung Joint Venture
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