



Australian Export: A Guide to Law and Practice

Justin Malbon, Bernard Bishop

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Australian Export: A Guide to Law and Practice provides students and business people interested in international trade with a clear and concise guide to the main procedures and regulatory environment for international business transactions. The book contains details on the steps involved in a direct sale of goods including: international sales law, trade terms, payment mechanisms, transport, insurance, customs arrangements (including importing) and dispute resolution. It also canvasses the legal and procedural considerations for exporting via an agent or distributor, via licensing and franchising arrangements or through the establishment of an overseas presence in the target market. This comprehensive guide to export and import procedures and regulations also points to the various sources where more in-depth information can be found if required. This book is an essential starting point for understanding the requirements and pitfalls of international business transactions.

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