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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.

The first edition of this book has received many favourable comments, but also very helpful suggestions to enhance and supplement its content. This second edition incorporates these suggestions and updates the discussion of those topics which have in the meantime seen further development. It also expands many parts and adds explanations in relation to new legal themes which have gained importance in the context of cross-border business transactions.

As for the first edition, I am most grateful that I was able to rely on many very informative materials prepared by others and I have tried to quote primary and secondary sources comprehensively to allow for easy access to additional information. I have checked and updated the contents of this book, including substantive information, sample clauses and contract contents as well as online links to the best my knowledge until the end of July 2017. None of the parts of this book should, however, be relied upon without independent verification against the backdrop of the facts of any particular case and 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. Furthermore, there is the risk that over time online materials are deleted or removed and that online links cited in this book do no longer work. On balance, however, it still seemed to be sensible to accept this risk and quote online sources in light of the fact that the Internet has become the major source of information for almost everybody.