

CROSS-BORDER CONTRACTING

HOW TO DRAFT AND NEGOTIATE
INTERNATIONAL COMMERCIAL CONTRACTS



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Trade
Centre

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How to draft and negotiate
international commercial contracts

About the handbook

With firms increasingly trading digitally across borders, business communities, legal practitioners and governments are developing innovative ways to facilitate business deals, sound contractual arrangements, and efficient dispute settlement mechanisms.

In close collaboration with its pro-bono committee of professionals, ITC is contributing to these new legal approaches with this handbook by harmonizing and enhancing the practice of international business related to cross-border commercial contracting.

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For more information on Model Contracts, see: <https://precontractual.com>

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Acronyms and abbreviations

CISG	United Nations Convention on Contracts for the International Sale of Goods
ICC	International Chamber of Commerce
ITC	International Trade Centre
IP	Intellectual property
IPR	Intellectual property rights
JVC	Joint venture contract
LOI	Letter of intent
L/C	Letter of credit
MSME	Micro, small and medium-sized enterprise
MOU	Memorandum of Understanding
NDA	Non-disclosure agreement
SME	Small and medium-sized enterprise
UCC	Uniform Commercial Code
UCP600	Uniform Customs and Practice for Documentary Credits
UNCITRAL	United Nations Commission on International Trade Law
UNIDROIT	International Institute for the Unification of Private Law
URDG	Uniform Rules for Demand Guarantees
URC 522	Uniform Rules of Collection
WIPO	World Intellectual Property Organization

Abbreviated ITC Model Contract titles

Title	ITC Model Contract – official title
Alliance agreement	Alliance Agreement
Joint venture agreement (incorporated)	Contract for an International Corporate Joint Venture
Sales agreement	Contract for the International Commercial Sale of Goods
Long-term supply agreement	Contract for the International Long-Term Supply of Goods
Manufacturing agreement	International Contract Manufacture Agreement
Distribution agreement	Contract for the International Distribution of Goods
Commercial agency agreement	Contract for an International Commercial Agency
Services agreement	Contract for the International Supply of Services

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