

Legal aspects of international purchases



ACH-31 2 Days (14 Hours)

Description

Global sourcing requires expanding your geographic purchasing scope. How can we deal with the increase in uncertainties and the increase in risks that it entails, particularly in countries where the contractual relationship is based on a different scale of value? It is absolutely necessary to legally secure your international purchasing transactions. This purchasing training allows buyers to control the risks linked to contracts, payment methods and taxation.

Who is this training for ?

For whom

Buyer, Purchasing Manager. Collaborator involved in the negotiation and drafting of international purchasing contracts.

Prerequisites

None.

Training objectives

- Master the key points of developing international orders and purchasing contracts
- Become familiar with different payment methods and taxation
- Integrate the specificities of the different types of law in relation to the culture of the country
- Cover the main financial risks
- Respect and benefit from international regulations

Training program

Les sources et fondements comparés des contrats d'achats

- The main current developments in contractual relationships depending on the country.
- The preminence of Anglo-Saxon law, its specificities compared to French law, points of vigilance for the buyer.

Les différentes formes contractuelles Mémoire of understanding,

- Heads of agreement...
- Cooperation agreement, sale contract...
- License agreement, know-how transfer contract, technical assistance...
- Consortium agreement, joint venture agreement.

Les clauses essentielles à bien négocier

- Incoterms, the transfer of properties and risks.
- Mastering and using financial elements.
- Milestones.
- Quality control in LCC and remedies.
- Intellectual property.
- Purchasing and the Internet.
- Suspensive clauses.
- The law applicable and the place of settlement of conflicts.

Maîtriser les risques et leurs conséquences

- The notion of liability in Anglo-Saxon law.
- Controlling financial risk: bank guarantees.
- Analyzing foreign tax risk.
- Manage and resolve a dispute with a supplier.
- Amicable, arbitration.