

# Gearing Up for Business Abroad

written by Lauri Moon | April 26, 2018

Most international business activities revolve around one of the five basic transactions: (1) the direct sales contract for goods and/or services; (2) contracts involving agents and distributors overseas; (3) the international joint venture; (4) the wholly-owned foreign subsidiary; and (5) licensing and transferring intellectual property and technology.

To avoid problems, a business must understand the advantages and pitfalls of each. This webinar will cover seven modules to help you understand these transactions.

- Module One - Understanding the Five Basic International Business Transactions
- Module Two - Financial Considerations for Overseas Operations
- Module Three - Negotiating & Drafting International Agency and Distribution Agreements
- Module Four - Drafting an Arbitration Clause for International Contracts: Do's & Don'ts
- Module Five - The United National Convention on Contracts for the International Sale of Goods
- Module Six - Overview of FCPA and International Anti-corruption Laws
- Module Seven - What you need to know about U.S. Antiboycott Laws

Seminar presented by Dennis Unkovich of Meyer, Unkovic & Scott LLP, Pittsburgh, PA.

**Register**

Seminar is free, but registration is required to attend!