

契約書英語
3日目前半

1. Introduction { Teacher
Students

2. Schedule { the day one } to make basic contract

3. What is contract { agree with a party
Bride of agreement }
basic term of contract
other term { presentation warranties

4. Basic point { 1.Cov
2.Reps/Warr
3.Indemnity
4.Recital { Important!
After 10 years, we should understand the background

5. Subject of today { difference between Agency and distributor
A: Type of AGENCY { M -> A -> C }
M: Manufacture
A: Agent
C: Customer
D: Type of DISTRIBUTOR { M -(1st contract) -> D -(2nd contract -> C }
many risks to deal with a lot of products

6. Term

Yes A
No D } Binding

Commision A
price D } Payment

Risk A
No risk D } Non payment

Ownership(所有権)
サブトピック A
D } Title

not passing A
passing D } Risk

A
D } Control

one A
more than two D } Number of contracts

human or comany A,D } party

directly D
indirectly A } type of distribution

サブトピック
サブトピック D } claims(warranties)

where to be acitivity } place

cheap or expensive } price

shipment control
responsibility

discount

stock house

サブトピック