

College of Law, Al-Mustansiriyah U.

Fourth Year 2016-2017

Course in: Mercantile Contracts

First semester

## Chapter Two: International Sales... continued

1. In this section we discuss a new topic: General Standard Conditions, which entails certain rules that are to be applied in international sales.
2. We also elaborate on a new subject: Incoterm which is a term that refers to a specific kind of general standard conditions.
3. In this chapter we also discuss the role of the international chamber of commerce and the reasons it developed the incoterms.
4. Students also provide meaning for the different terms, words and phrases that appear throughout the material. They also discuss differences and similarities and try to relate synonyms and antonyms that they have studied during this course:  
General standard condition, standardized, permit, incorporated, refer, incoterms, conditions, international chamber of commerce, conflicting, interpretations, trade terms, neutral, practices.