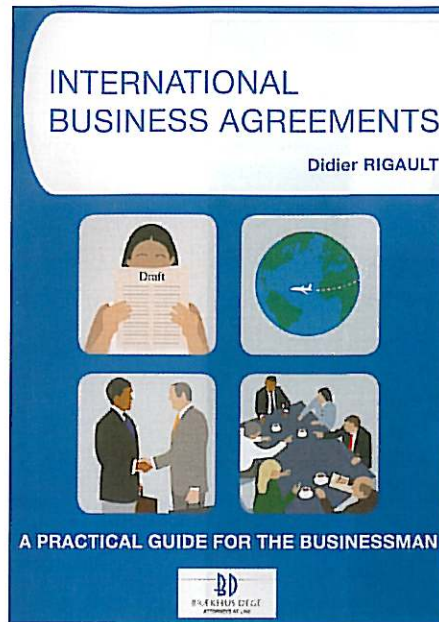


## Books

Excerpts from :

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**International Business Agreements**  
A practical guide for the businessman

Published by:  
The International Business Law  
Group of Brækhus Dege Attorneys  
at Law, Oslo, Norway  
Tel. (+ 47) 23 23 90 90  
E-mail: rigault@bd.no  
Norwegian and English editions,  
394 pages

The author of this practical guide, Norwegian-French Dr Didier Rigault, provides a comprehensive and very practical introduction for people engaged in international business or who are drawing up contracts with foreign companies. With a background in economics and international marketing, Dr Rigault works for Brækhus Dege Advokatfirma ANS. As a partner in the law firm, he specialises in the formulation of contracts and negotiations, in addition to dispute-settlement in connection with contractual questions for all Europe, large parts of Africa, Asia and North America. His lingual knowledge enables him to plead in court and negotiate business terms in three languages. This useful book, which has only recently been published (ultimo November 2006), is logically constructed. The subject matter is presented in an easily-understood and unpretentious manner

and is interspersed with humorous illustrations. The practical advice is based on own experience. Terminology lists give a summary of frequently-used contractual terms and conditions in English, German and French.

"International Business Agreements" refers to various types of business agreement and gives practical advice on eg.:

- How one can best negotiate with foreign individuals and companies
- What one should bear in mind before, during and after contractual negotiations
- How to avoid major hazards

Dr Rigault wrote this book after having witnessed many of the mistakes and pitfalls that Norwegian companies fall into when negotiating with foreign countries. He singles out carelessness in the preparation of guarantee terms and conditions, and warns against the risk of expensive law suits in foreign countries, which can be even more expensive than in Norway. The book urges businessmen to be tougher and less gullible during negotiations.

The author has a varied background as writer; his authorship also comprises collected poems and short stories, as well as a number of practical books for businessmen and women.