

Reading list / JUS282-2-A International Business Contracts

A. Contracts from a Drafting Perspective

SCHANZE ERICH, What is Law and Economics Today? A European View, in: **NOBEL/GETS** (eds.), New Frontiers of Law and Economics, Zürich/Basel/Genf 2006, 99-113. **(Available in the Literature Kiosk)**

MNOOKIN ROBERT/PEPPET ROBERT/TULUMELLO ANDREW, Beyond Winning – Negotiating to Create Value in Deals and Disputes, Cambridge/London 2000, 249-271. **(Available in the Literature Kiosk)**

SCHANZE ERICH, Complex Business Contracts – Lessons from Mining Agreements, in St.Thomas Law Journal, 2016
https://bibsys-almaprimo.hosted.exlibrisgroup.com:443/UBB:blended_scope:BIBSYS_ILS71521236010002201

SCHANZE ERICH, Legalism, Economics, and Professional Attitudes Toward Institutional Design, in: Journal of Institutional and Theoretical Economics, 149/1 (1993), 122-140.
<http://www.jstor.org/stable/40751588>

LANGBEIN JOHN, Comparative Civil Procedure and the Style of Complex Contracts, in: American Journal of Comparative Law, 35 (1987), 381-394.
http://www.jstor.org/stable/840395?seq=1#page_scan_tab_contents

KÖTZ HEIN/FLESSNER AXEL, European Contract Law (Vol. 1), Oxford 1997, 52-77. **(Available in the Literature Kiosk)**

TREBILCOCK MICHAEL, The Limits of Freedom of Contract, Cambridge/London 1993, 248-261. **(Available in the Literature Kiosk)**

KÖTZ HEIN/FLESSNER AXEL, European Contract Law (Vol. 1), Oxford 1997, 124-153. **(Available in the Literature Kiosk)**

AKERLOF GEORGE, The Market for “Lemons”: Quality Uncertainty and the Market Mechanism, in:

GOLDBERG (ed.), Readings in the Economics of Contract Law, Cambridge 1989, 24-28.
<http://ebooks.cambridge.org/ebook.jsf?bid=CB09780511528248>

TELSER L.G., A Theory of Self-enforcing Agreements, in: Journal of Business, 53 (1980), 27-44. <http://www.jstor.org/stable/2352355>

B. Hybrids: Franchising, Mining, Agreements, M&A Transactions

SCHANZE ERICH, Symbiotic Contracts: Exploring Long-Term Agency Structures Between Contract and Corporation, in: **JOERGES** (ed.), Franchising and the Law: Theoretical and Comparative Approaches in Europe and the United States, Baden-Baden 1991, 67-103. **(Available in the Literature Kiosk)**

SCHANZE ERICH, Symbiotic Arrangements, in: The New Palgrave Dictionary of Economics and the Law (3. Ed.), London 1998, 554-559. **(Available in the Literature Kiosk)**

DNES ANTONY, The Economic Analysis of Franchise Contracts, Journal of Institutional and Theoretical Economics, 152 (1996), 297-324. <http://www.jstor.org/stable/40752958>

COLLINS HUGH, Regulating Contracts, Oxford 1999, 232-246. **(Available in the Literature Kiosk)**

KIRCHNER CHRISTIAN/SCHANZE ERICH, The Law of International Mining Agreements, in: Law and State, 37 (1988), 75-80. **(Available in the Literature Kiosk)**

SCHANZE ERICH, Regulation by Consensus: The Practice of International Investment Agreements, in: Journal of Institutional Economics, 144 (1988), 152-171.
https://bibsys-almaprimo.hosted.exlibrisgroup.com:443/UBB:blended_scope:TN_jstor_archive_1940751059

SCHANZE ERICH, Constructive Jurisprudence in Mining Agreements, Institutional Innovative and Practical Drawbacks, in: **JAENICKE** et al. (eds.), International Mining Investment: Legal and Economic Perspectives, Deventer/Frankfurt am Main 1988, 161-170. **(Available in the Literature Kiosk)**

GILSON RONALD, Law and Economics in the Law Firm: The Case of MACs, in: **NOBEL/GETS** (eds.), New Frontiers of Law and Economics, Zürich/Basel/Genf 2006, 99-113. **(Available in the Literature Kiosk)**

C. Formality, Conflict Resolution, Examples

MILLER GEOFFREY, Bargains Bicoastal: New Light on Contract Theory, Cardozo Law Review 31 (2010), 1476-1493; 1522. <http://www.cardozolawreview.com/volume-31-issue-5.html>

SCHANZE ERICH, Dispute Resolution in the Shadow of Uniform Contract Law? In: Baudenbacher (ed.), International Dispute Resolution Volume 2: Dialogue Between Courts in Times of Globalization and Regionalization, Stuttgart 2010, 153-160. **(Available in the Literature Kiosk)**

Sample Contract One: A Joint Venture Agreement for Seabed Mining in: **JAENICKE, SCHANZE, HAUSER**, A Joint Venture Agreement for Seabed Mining, Frankfurt and Deventer 1981, 9-91. **(Available in Mitt UiB)**

Sample Contract Two: Turnkey Contract for Major Projects, International Chamber of Commerce, Commission on Commercial Law and Practice, Document 460-16/56rev18. **(Available in Mitt UiB)**