**INTERNATIONAL BUSINESS TRANSACTIONS**

**Professor Mike Ramsey**

**Fall 2023**

Additional exercise for Problem 4.1A

Suppose there are the same facts as in Problem 4.1A except the Seller is located in the U.K., the Buyer is located in Kansas and the delivery term is CIF (Kansas City, Kansas). All other facts remain the same (e.g., that there is an exchange of forms after a brief meeting, that the forms agree on basic terms but Seller’s form adds additional points relating to choice of law and warranty disclaimer).

Now what is the outcome?

* + Is there a contract on the forms?
  + Is there a contract (and on what terms) if the Seller delivers the goods and the Buyer accepts them?

As with Problem 4.1A itself, these are not yes-or-no questions but rather require a series of analytical steps.