This authoritative reference work examines the laws, procedures, and practice relating to commercial agency and distribution agreements in 53 national jurisdictions worldwide. Having created a sold-out first edition, the editor has responded to popular demand with this looseleaf edition, which provides both updates on countries covered in the first edition and materials on countries not previously covered.

For each country, the Encyclopedia defines the concepts of agency and distribution and identifies and analyses the basic aspects of agency and distribution agreements. The detailed systematic and comparative analyses facilitate ease of reference and comparison.

This reference work enables you to quickly find reliable information on topics such as:

- Main obligations of principal and agent
- Exclusivity
- Territory
- Term
- Indemnification
- Termination
- Compensation upon termination
- And more!

This work has been developed and published in association with Committee M (International Sales and Related Commercial Transactions) of the Section on Business Law of the International Bar Association.

The International Encyclopedia of Agency and Distribution Agreements delivers many time-saving features:

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- Chile
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- France
- Germany
- Greece
- Guatemala
- Hungary
- Iceland
- India
- Ireland
- Israel
- Italy
- Japan
- Korea
- Kuwait
- Lebanon
- Malta
- Mexico
- The Netherlands
- Nigeria
- Norway
- Pakistan
- Paraguay
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- Sweden
- Switzerland
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- United Kingdom
- United States
- Uruguay
- Venezuela
- Vietnam
- With more countries to come.

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### Standardized Table of Contents Provides Easy Access to the Laws of Each Country

The International Encyclopedia of Agency and Distribution Agreements applies a systematic approach to each country, covering crucial topics across every jurisdiction.

**AGENCY:**

1. Definition of Various Types of Agency and Distinguishing Criteria.
   - Independent Commercial Agents
   - Sales Representatives
   - Employees

2. Basic Aspects of Commercial Agency Agreements under National Law and Court Practice.
   - Formalities
   - Exclusivity
   - Consideration of Agent (Commission)
   - Territory
   - Main Obligations of Principal
   - Main Obligations of Agent
   - Term
   - Indemnification upon Termination
   - Non-Competition after Termination

**DISTRIBUTION:**

1. Definition.

2. Basic Aspects of Distribution Agreements under National Law and Court Practice.
   - Formalities
   - Exclusivity
   - Territory
   - Main Obligations of Supplier
   - Main Obligations of Distributor
   - Term
   - Indemnification upon Termination
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