

## **INTERNATIONAL JOINT VENTURE CONTRACT: A PROCESS IN 5 STEPS**

The International Joint Venture Contract governs the relationship between two companies located in different countries, and which set up a third company, the Joint Venture, with the intention of jointly establishing an activity with its own objectives: research, marketing and distribution, manufacturing, etc. Drafting International Joint Ventures Contracts requires a five-step methodology in order to negotiate them successfully:

### **Step 1. Joint Venture mentality**

The primary goal of Step 1 is to establish a partnership mentality. Both parties must make a conscious effort to create an environment of trust; one in which they are transparent about their high-level aspirations, specific goals and concerns.

### **Step 2. Co-create a shared vision and objectives**

To keep expectations aligned in a complex and changing environment, both parties –nor just the one with greater power – need to explain their vision and goals for the relationship.

### **Step 3. Adopt guiding principles**

Value-eroding friction and shading occur because one or both parties feel unfairly treated. This risk is highest when there are many unknowns about what will occur after the Joint Venture contract is signed. In Step 3, parties commit to six guiding principles that contractually prohibit opportunistic tit-for-tar moves.

The six principles are: reciprocity, autonomy, honesty, loyalty, equity and integrity. They form the basis for all International Joint Venture Contracts using vested methodology and provide a framework for resolving potential misalignments when unforeseen circumstances occur.

### **Step 4. Align expectations and interests**

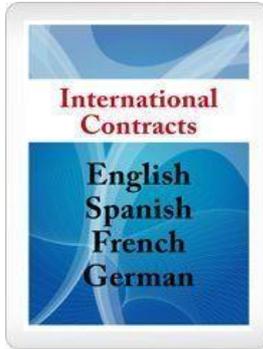
Having set the foundation for the relationship in the first three steps, parties hammer out the terms of the Joint Venture Contract. It is crucial that all terms and conditions of the formal relationship contract are aligned with the guiding principles. With the right mindset, the development of the Joint Venture Contract becomes a joint problem-solving exercise rather than an adversarial contest.

### **Step 5. Stay aligned**

In this final step, contracting parties go beyond crafting the terms of the agreement and establish governance mechanisms that are formally embedded in the contract.

This process should be part of the drafting of International Joint Ventures Contracts whose objective is to govern highly complex relationships that demand collaboration and demand.

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To obtain the International Joint Venture Contract template click on:  
[International Joint-Venture Contract](#)

# INTERNATIONAL CONTRACTS TEMPLATES



## INTERNATIONAL CONTRACTS IN ENGLISH

- International Sale Contract
- International Distribution Contract
- International Commercial Agency Contract
- International Sales Representative Agreement
- Intermediary Contract for Trade Operations
- International Joint Venture Contract
- International Strategic Alliance Agreement
- International Franchise Contract
- International Services Contract
- International Consulting Contract
- International Technology Transfer Agreement
- International Trademark License Agreement
- International Supply Contract
- International Manufacturing Contract
- International Buying Agent Contract
- Logistics Services Contract
- Export Contract
- Confidentiality Agreement
- Expatriate Contract of Employment
- Memorandum Understanding International distribution
- Memorandum of Understanding for Joint Venture
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## INTERNATIONAL CONTRACTS IN SPANISH

- Contrato de Compraventa Internacional
- Contrato de Distribución Internacional
- Contrato de Agencia Comercial Internacional
- Contrato de Representación Comercial Internacional
- Contrato de Intermediación Comercial Internacional
- Contrato de Joint Venture Internacional
- Contrato de Alianza Estratégica Internacional
- Contrato de Franquicia Internacional
- Contrato Internacional de Servicios
- Contrato Internacional de Consultoría
- Contrato Internacional de Transferencia de Tecnología
- Contrato Internacional de Licencia de Marca
- Contrato Internacional de Suministro
- Contrato Internacional de Fabricación
- Contrato de Agente de Compras Internacional
- Contrato de Servicios Logísticos
- Contrato de Exportación
- Contrato de Confidencialidad
- Contrato de Trabajo para Expatriado
- Memorándum Entendimiento Distribución Internacional
- Memorándum de Entendimiento para Joint Venture
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## INTERNATIONAL CONTRACTS IN FRENCH

- Contrat de Vente Internationale
- Contrat de Distribution Internationale
- Contrat d'Agent Commercial International
- Contrat de Représentation Commerciale Internationale
- Contrat de Joint Venture Internationale
- Contrat de Franchise Internationale
- Contrat International de Services
- Contrat International d'Approvisionnement
- Contrat International de Fabrication
- Contrat de Confidentialité
- Protocole d'Accord pour Distribution Internationale
- Protocole d'Accord pour Joint Venture Internationale
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## INTERNATIONAL CONTRACTS IN GERMAN

- Internationaler Kaufvertrag
- Internationaler Vertriebsvertrag
- Internationaler Handelsvertretervertrag
- Internationaler Vertretungsvertrag
- Internationaler Joint Venture Vertrag
- Internationaler Franchisevertrag
- Internationaler Dienstleistungsvertrag
- Internationaler Liefervertrag
- Internationaler Herstellungsvertrag
- Geheimhaltungsvereinbarung
- Absichserklärung Internationalen Vertriebsvertrag
- Absichserklärung Joint Venture
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