

## Publications

# CONTRATS EXPORT. NÉGOCIER ET BÂTIR EN DIX POINTS

This methodological guide is born from the wealth of experiences of the AFEX's members ( French Architects overseas) on international contracts.

From exchanges between architects, engineers and lawyers, it was designed to help architects and other contractors with their contract negotiations with a foreign client.

This "toolbox" lists entries in ten essential points of any contract.

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