

ABSTRACT

The topic of my diploma thesis is “*The sales contract in international business transactions*”. The development of international trade is currently thriving, as evidenced by the fact that the significance of the international trade in the Czech Republic continues to grow. The reason I chose this topic is that the international sales contract is one of the most important contract in the field of international trade and I decided to expand my knowledge on that field.

The diploma thesis analyzes the international sales contract in relation to the historical development of the term international sales contract, to its definition, legislation and unification efforts in the field of international sales contract legislation. The diploma thesis is structured into three chapters. The first chapter is devoted to the term sales contract in international business transactions. It contains the basic characteristics of the sales contract in Czech law, the characteristics of the term international business transactions and the largest part of this chapter is concerned with the historical development of the international sales contract and United Nations Convention on Contracts for the International Sale of Goods, as the basic legislation in relation to the international sales contract. The second chapter is concerned with the methods of regulation of relations with the international element. Main part of this chapter is related to the unification of substantive law in connection with the international sales contract, with an emphasis on the most important conventions, i.e. Convention on the Limitation Period in the International Sales of Goods and United Nation and United Nations Convention on Contracts for the International Sale of Goods, as the universal unification and the Generally delivery conditions RVHP, as the regional unification. The second main part of this chapter is related to the unification of the collision regulation of the international sales contract, with an emphasis on the Rome Convention on the law applicable to contractual obligations and Regulation on the law applicable to contractual obligations (Rome I). The last chapter analyzes sources of the international sales contract regulation, i.e. mainly type contracts, International Commercial Terms (INCOTERMS) and principles of international commercial contracts.

The reader is familiar with the complex regulation of the international sales contract, including historical development and sources of the international sales contract.