

Developing Your International Strategy

Checklist

International trade and investment are valuable ways of growing your business and bring innovation, development, and employment to the UK.

These questions should not be a barrier to you doing business. However, any decision you make should be well-informed and with an awareness of the security risks. They will be equally relevant to you whether you are operating in the UK or overseas.

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- Do you have confidence in the political or economic stability of the home country of the overseas party that you plan on doing business with?
 - Are the individuals or organisations you want to do business with free from state direction and intervention?
 - Does the national economy of the overseas party adhere to an open, rules-based approach to foreign investment and trade?
 - Are the commercial roles and responsibilities clear and well documented in law and legal precedent in the jurisdiction that you are doing business in?
 - Do you have confidence in the political or economic stability of the home country of the overseas party that you plan on doing business with?
 - Are you aware of the relevant non-legal, cultural protocols in relation to doing business with the overseas party?
 - Does the overseas party belong to a jurisdiction which has a fair and equitable regime for remedies which treats foreigners without discrimination?
 - Are your assets (such as your people, intellectual property, IT networks and operational systems) effectively protected when doing business with the overseas party?
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