

Minimizing Risk of Loss for the Buyer

Due Date: 11:59 p.m. EST, Sunday of Unit 7

Points: 100

Overview:

In Unit 7, you are learning about sales contacts and ways in which businesses can limit risk of loss. In this assignment, you will analyze a commercial transaction to determine what contract terms should be included in order to minimize the risk of loss for the buyer.

Instructions:

Imagine that you are a manager in a commercial printing company, and you have found a good deal on the ink that your company uses most frequently from a supplier in Japan.

- Using the materials from this week's reading as well as the supplemental resources, consider what shipping terms you should insist be in the contract in order to limit the risk of loss for your company.
- Using the attached Memo template, draft an interoffice memo to the owner of the company describing at least three shipping terms you would want to be included in the contract.

Requirements:

- Include one resource, in addition to the textbook.
 - Use APA format for non-legal sources such as the textbook. Use Bluebook citation format for any legal citations.
- Submit a Word document.
- Maximum two pages in length, excluding the Reference page.

Be sure to read the criteria below by which your work will be evaluated before you write and again after you write.

Evaluation Rubric for Minimizing Risk of Loss for the Buyer Assignment

CRITERIA	Deficient	Needs Improvement	Proficient	Exemplary
	0 – 44 Points	45 – 59 Points	60 – 74 Points	75 Points
Shipping Terms	Does not concisely and clearly analyzes the scenario.	Somewhat concisely and clearly analyzes the scenario.	Mostly concisely, succinctly, and clearly analyzes the scenario.	Concisely, succinctly, and clearly analyzes the scenario.
	0 – 5 points	6 – 7 points	8 – 9 points	10 points
Paper Length	More than 2 pages	n/a	n/a	2 pages or less
	0 – 8 points	9 – 11 points	12 – 14 points	15 points
Clear and Professional Writing and APA/Bluebook Format	Errors impede professional presentation; guidelines not followed.	Significant errors that do not impede professional presentation.	Few errors that do not impede professional presentation.	Writing and format are clear, professional, APA/Bluebook compliant, and error free.