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.

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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