

Contents

The objective of this conference is:

to analyse the legal aspects of international commercial transactions with a special focus on cross-border sale of goods. There will be particular emphasis on case law and arbitration practice.

Key topics include:

- drafting international commercial contracts;
- cross-border sales;
- application and ambit of the CISG;
- prerequisites and extent of liability for breach of contract;
- damages and restitution;
- use of the PICC in international arbitration;
- assignment of rights / contracts;
- coexistence of CISG, PICC and CFR.

Target group is primarily:

practitioners of law dealing with transnational commercial law.

PROFESSIONAL
TRAINING (CPD)
see www.era.int

FORTBILDUNGSVERANSTALTUNG
Eine Bescheinigung zur Vorlage nach
§ 15 FAO (10 Stunden) wird erteilt.

Travel to Trier: the most convenient way to travel is through Luxembourg.

Luxembourg airport to the ERA Congress Centre takes just 30 minutes by car.
www.taxi-franken.de/era

Speakers

Professor Michael Bridge, London School of Economics, London

Professor Gilles Cuniberti, University of Luxembourg

Professor Morten Midtgaard Fogt, University of Aarhus

Dr Christiana Fountoulakis, University of Basel, Visiting Professor, Center for Transnational Legal Studies, London

Dr Jan Kleinheisterkamp, Senior Lecturer, London School of Economics, London

Dr Stefan Kröll, Rechtsanwalt, Arbitrator, Cologne

Professor Herbert Kronke, Former Secretary-General UNIDROIT, University of Heidelberg

Dr Francesca Mazza, Counsel at the ICC International Court of Arbitration, Paris

Dr Djakhongir Saidov, Senior Lecturer, University of Birmingham

Professor Stefan Vogenauer, Director of the Oxford Institute of European and Comparative Law, Brasenose College, Oxford

For further information:

Christiane Schmitz
Tel.: +49 (0) 651 937 37 81
Fax.: +49 (0) 651 937 37 90
E-mail: cschmitz@era.int
Online Registration: www.era.int



INTERNATIONAL COMMERCIAL TRANSACTIONS

- UN Sales Convention (CISG)
- UNIDROIT Principles of International Commercial Contracts (PICC)

Trier, 10-11 June 2010

ERA Congress Centre
Metzer Allee 4, Trier

Conference organiser:

Dr Angelika Fuchs

Language:

English

Event number:

110D21



Education and Culture DG
Lifelong Learning Programme

This project has been funded with support from the European Commission. This communication reflects the views only of the author, and the Commission cannot be held responsible for any use which may be made of the information contained therein.

Thursday, 10 June 2010

08:30 Arrival and registration

09:15 **Welcome**
Angelika Fuchs

I. Applying the UN Sales Convention (CISG)

Moderator: *Stefan Kröll*

09:30 **Application and ambit of the CISG & formation of contract**

- When does the CISG apply to a sales contract?
- What are the matters governed / not governed by the CISG?
- Offer and acceptance, including battle of form

Morten Midtgaard Fogt

10:15 **Non-conformity of goods and the concept of fundamental breach of contract**
Michael Bridge

11:00 Coffee break

Moderator: *Michael Bridge*

11:30 **Remedies for breach of contract**

- Right to performance
- Avoidance of contracts
- Damages and restitution
- Interest

Christiana Fountoulakis

12:15 **Force majeure and hardship**
Gilles Cuniberti

13:00 Lunch

II. The CISG in legal practice

14:00 **Workshop I: Fundamental breach of contract**
Michael Bridge

15:30 Coffee break

16:00 **Workshop II: Drafting international commercial contracts**
Stefan Kröll

17:30 End of the first conference day

19:00 Evening programme

Sessions include 30 minutes for presentation and 15 minutes for discussion.

Programme may be subject to amendment
For programme updates:
www.era.int

Friday, 11 June 2010

III. UNIDROIT Principles of International Commercial Contracts (PICC)

Moderator: *Stefan Vogenauer*

09:00 **Introduction to PICC and their use in arbitration**
Herbert Kronke

09:45 **Formation of contract, performance & non-performance**
Jan Kleinheisterkamp

10:30 Coffee break

Moderator: *Herbert Kronke*

11:00 **Damages**
Djakhongir Saidov

11:45 **Assignment of rights, transfer of obligations, assignment of contracts**
Francesca Mazza

IV. Perspectives

12:30 **The future of international commercial contract law – coexistence between CISG, PICC and CFR?**
Stefan Vogenauer

13:15 Lunch and end of conference