



Optimale Vertragsgestaltung in englischer Sprache für Import- und Exportverträge

Zwei der wesentlichsten Vertragsrisiken in der Praxis sind
schlechte Formulierungen und die Nichtbeachtung lokalen Rechts!

- ◆ Englisch verhandeln und Verträge abschließen
- ◆ Unterschiedliche Rechtssysteme im Überblick
- ◆ Wie vermeide ich Fehler in der Vertragserrichtung
- ◆ Schadenersatz wirksam einschränken
- ◆ Eigentumsvorbehalt, Gewährleistung, Höhere Gewalt,
- ◆ Musterklauseln
- ◆ Zahlreiche Vertragsbeispiele an Hand von Rechtsordnungen
in wichtigen Exportländern (inklusive USA)

Dienstag, 9. Mai 2023

9.00 – ca. 17.00 Uhr

Austria Trend Hotel Europa Graz

Bahnhofgürtel 89, 8020 Graz

Target Group

Export- and import managers, sales personnel and lawyers involved in contract negotiations. Participants should have a strong foundation in basic English. Legal expertise is not required but **experience with export or import contracts is assumed**.

Objective

Optimizing import and export contracts in English

This seminar aims at enhancing your general knowledge of contracts and will explain how to draft and structure import and export contracts in English. Standard clauses and phrases will be highlighted to help you formulate your international contracts properly. Being proficient in using legal terminology will better prepare you in using English as the language of negotiation professionally. Selective case examples will give you the possibility to test and apply your knowledge.

Content

General Principles of Contracts

- Basic differences of legal systems and laws
- Rules of interpretation for contracts
- Differences between Anglo-American style and civil law contracts

English as the Legal Language of Contracts

- Translation difficulties and other language issues
- Legal English terminology

Key Issues and Clauses

- When is there a "meeting of the minds" resulting in a binding contract?
- Title retention issues
- How to deal properly with damages clauses
- Limitation of liability
- The dangers of liquidated damages
- Material adverse change
- Force majeure
- Termination clauses
- Deadlines and time limits
- Warranties and guarantees
- Dispute resolution clauses (i.e. ordinary court, arbitration, mediation)
- Applicable law
- Entire agreement, waiver and other standard clauses
- Special contract issues in key export jurisdictions, including the US

Sample Contract Provisions and Case Law Examples

- Many specific contract clauses will be provided
- Common mistakes in practice

Lecturer

Dr. Paul Luiki, J.D., partner at the law firm Fellner Wratzfeld & Partner Rechtsanwälte GmbH; registered attorney in Vienna; previously practiced law in the state of Ohio; experience as practicing lawyer in the US; specialized in contract and corporate law; focus on Eastern Europe and the US.

Registration Form

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 responsible for the content: **Mr. Paulus Krumpel**

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Registration

>>> register online <<<

Optimizing import and export contracts in English

9th May 2023 9.00 a.m. – approx. 5.00 p.m.

Austria Trend Hotel Europa Graz, Bahnhofgürtel 89, 8020 Graz

5 minutes walking distance to the main station

Parking garage on site for € 12,-/day

Participation fee

incl. electronic seminar documentation,
coffee breaks, lunch

€ 545,00 + 20% VAT

Price for ICC Austria Members:

€ 436,00 + 20% VAT

Closing date

4 working days before the seminar

Get 10% discount per person when booking 3 or more participants from the same company at the same time!

Seminar documentation

All seminar documentations will be provided electronically to registered participants three business days prior to the start of the seminar.

✓ electronic documentation included

In addition, I would like to order:

☐

Printed documents in a folder for
EUR 25,- incl. 20% VAT

(only available for seminar participants!)

Please note that there is no computer or only limited connection options for the power supply at the seminar location!

Participant information

Family Name: First Name: Title:

Organisation / Company:

Address:

Postal Code: City:

Telephone: E-Mail Participant:

Job Title / Position in the company:

Invoice data

Organisation / Company:

VAT number (obligatory for invoicing):

Address:

Postal Code: City:

Remarks:

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Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. A full refund will only be given for written cancellations received up to 14 working days before the event (7 days for ICC-Members). Should you be unable to attend, you can nominate a colleague as replacement.

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Modification/Cancellation is possible by delete@icc-austria.org.

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Date

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Signature