



# 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 anhand von Rechtsordnungen  
in wichtigen Exportländern (inklusive USA)

**Das Online-Training findet in 2 zusammenhängenden Modulen à 3 Stunden statt.**

21. Februar 2022 von 13:00 – 16:15 Uhr

22. Februar 2022 von 13:00 – 16:15 Uhr

Anmeldung unter [www.icc-austria.org](http://www.icc-austria.org)

## 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.

## Publications

On request we will provide you with our complete list of publications!

| Publ. No | Language | Title                                                             | €     |
|----------|----------|-------------------------------------------------------------------|-------|
| 706      | En       | ICC Model Subcontract                                             | 69,00 |
| e-811    | En       | eBook: ICC Model Contract International Sale (Manufactured Goods) | 67,50 |
| e-774    | En       | eBook: ICC Model Confidentiality Agreement                        | 62,00 |

All prices additionally statutory VAT and postage & packaging

more publications: [www.icc-austria.org](http://www.icc-austria.org) – Publikationen

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## ICC Austria - Your Partner for International Trade and Law

ICC Austria assists its members:

- import-export contracts, Incoterms, International trade terms and conditions
- Bank Guarantees, Letters of Credit, Trade Finance and contracts
- Dispute prevention, dispute resolution and arbitration
- Prevention of corruption, commercial crime, counterfeiting, investment fraud, shipping fraud
- International negotiations in the light of cross cultural differences

## Registration

**Mrs. Cennet Aygün**  
 ICC Austria – International Chamber of Commerce  
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 responsible for the content: **Mr. Paulus Krumpel**

For further ICC Austria seminars & online-trainings please visit:

[www.icc-austria.org](http://www.icc-austria.org)



### Online-Training Optimizing import and export contracts in English

The interactive online-training takes place in **2 connected modules of 3 hours each**.

**[REGISTER HERE!](#)**

**21<sup>st</sup> + 22<sup>nd</sup> February 2022**

1.00 pm – 4.15 pm each day

#### Registration fee per Person

incl. electronic training documents,  
certificate of participation

**€ 480,00** + 20% USt.

Reduced Price for ICC Austria Members:

**€ 384,00** + 20% USt.

**Once confirmed by ICC Austria, your registration is legally binding!**  
**The registration fee shall be paid within two weeks from receipt of invoice - verifiably BEFORE the online-training starts.**

#### Technical Requirements

Computer/Laptop/Tablet with internet connection.

The online training will be held via Zoom. If your company does not use Zoom by default, a participation is still possible. If you have any questions, please contact your in-house IT department or contact us directly.

You will receive the link and access data for participation in the online training 3 working days before it starts.