



## Optimizing import and export contracts in English

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October 8, 2025  
9.00 am – 5.00 pm CET  
ATH Europa, 8020 Graz



In practice two of the  
most common contract risks are  
poor drafting and non-compliance with local laws.

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.

Case examples will give you the possibility to test and apply your knowledge.



## Who is it for

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**.

## Meet our expert

**Dr. Paul Luiki, J.D.**

is a partner at [Fellner Wratzfeld & Partner](#) and a registered attorney in Vienna; he previously practiced law in the state of Ohio and specializes in contract drafting and corporate law.



## Program

### 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

### Sample Contract Provisions and Case Law Examples

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

### 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
- Force majeure
- Termination clauses
- Statue of limitations
- Normal warranties and performance warranties
- Dispute resolution clauses (i.e. courts vs; arbitration)
- Applicable law
- Special contract issues in key export jurisdictions, including the US

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Participation fee per person

€ 580,00 + 20% VAT

incl. electronic documents, certification of participation,  
coffee and lunch breaks at venue

Reduced fee for ICC Austria members:

€ 464,00 + 20% VAT

Get 10% discount per person for same time booking from 3 participants or more of a company per seminar date !