



Optimizing import and export contracts in English

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April 17, 2024

9.00 am – 5.00 pm CET

Hotel Erzherzog Rainer, 1040 Vienna



In practice two of the
most common contractual risks are
bad 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.

Selective 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 partner at [Fellner Wratzfeld & Partner](#) and 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.



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
- 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

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Participation fee per person

€ 545,00 + 20% VAT

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

Reduced fee for ICC Austria members:

€ 436,00 + 20% USt.

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