



# 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)

**Mittwoch, 21. Oktober 2020**

**9.00 – ca. 17.00 Uhr**

**WKO – Saal 4**

Wiedner Hauptstraße 63, 1040 Wien

## 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.**

## Organization

- The lecturer is bilingual (English native speaker).
- The seminar will be held in the English language in order to match the content of the seminar, and assist in enhancing your English language capabilities on export and import contracts.
- Question and answer session can also be in German.
- Hands-on examples will be used throughout and a glossary of the most important legal terminology will be supplied. Your active participation is highly appreciated!

## 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.

## 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.

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

*ICC Austria assists its members in their daily legal & practical questions – please call in...*

- *Bank Guarantees, Letters of Credit, Trade Finance and contracts*
- *import-export contracts, Incoterms, International trade terms and conditions,*
- *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*

## 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

**Anmeldeformular**

Mail or Fax to:

**Mrs. Cennet KACAN**, ICC Austria  
 @ mail: [c.kacan@icc-austria.org](mailto:c.kacan@icc-austria.org)  
 ☎ Tel.: +43-1-504 83 00-3718  
 ☎ Fax: +43-1-504 83 00-113718

responsible for the content: **Mag. Paulus Krumpel**further ICC Austria seminars:

- **INCOTERMS® 2020**  
17<sup>th</sup> November 2020, Vienna
- **International Sales**  
22<sup>nd</sup> October 2020, Vienna

For further details please visit: [www.icc-austria.org](http://www.icc-austria.org)**Registrierung**

&gt;&gt;&gt; Zur Online-Anmeldung &lt;&lt;&lt;

**Optimale Vertragsgestaltung in englischer Sprache**

**21<sup>st</sup> Oktober 2020**  
**9.00 a.m. – ca. 5.00 p.m.**  
 WKO – Room 4  
 Wiedner Hauptstraße 63, 1040 Vienna

U1 Station Taubstummengasse  
 5 minutes walking distance  
 Parking garage on site!

**Participation fee:**incl. Seminar documentation,  
Coffee break, Lunch**€ 510,00** + 20% VAT

Price for ICC Austria Members:

**€ 408,00** + 20% VAT**Closing date:****4 working days before****Get 4% early booking discount  
if you book until 4<sup>th</sup> Sept 2020****Please be advised that your registration is already valid with the written confirmation! The fee must be paid verifiably before the closing date!****Participant Information**Family Name: ..... First Name: .....  Mr.  Mrs.

Organisation / Company: .....

Address: .....

Postal Code, City: ..... Country: .....

E-Mail: ..... Telephone: .....

Job Title / Position : .....

**Invoice data**

Organisation / Company: .....

VAT Number (obligatory for invoicing for European participants): .....

Address: .....

Postal Code: ..... City: .....

Country: .....

**Cancellation Policy / Data Protection**

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.

I acknowledge that my data is stored electronically for registration purposes. ICC Austria will not submit my data to third parties.

 **I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.**Modification/Cancellation is possible by [delete@icc-austria.org](mailto:delete@icc-austria.org)......  
Date.....  
**Signature**