



**Introduction to International Contracting** – February 17, 2010; 11:30 AM – 1:00 PM CST

In the first of our four-part series on International Contracting, we will focus on the generalities of contracting in an international setting and the many laws surrounding contract interpretation.

1. Applicable International Law and Treaties
  - a. Territorial application
  - b. Conflicts of law
  
2. Communications and Cultural Issues
  - a. Language
  - b. Culture
  - c. Style of agreement
  - d. Expectations
  
3. Introduction to Applicable Rules/Law
  - a. Uniform Commercial Code
  - b. United Nations Convention on Contracts for the International Sale of Goods (UNCISG)
  - c. UNIDROIT Principles of International Commercial Contracts (2004)
  - d. Others
  
4. Comparison of Applicable Rules/Law:
  - a. Formation
    - i. Offer and acceptance
    - ii. Mirror image
    - iii. Oral and written
  
  - b. Authority/Agents
  - c. Warranties
  - d. Consequential Damages
  - e. Remedies