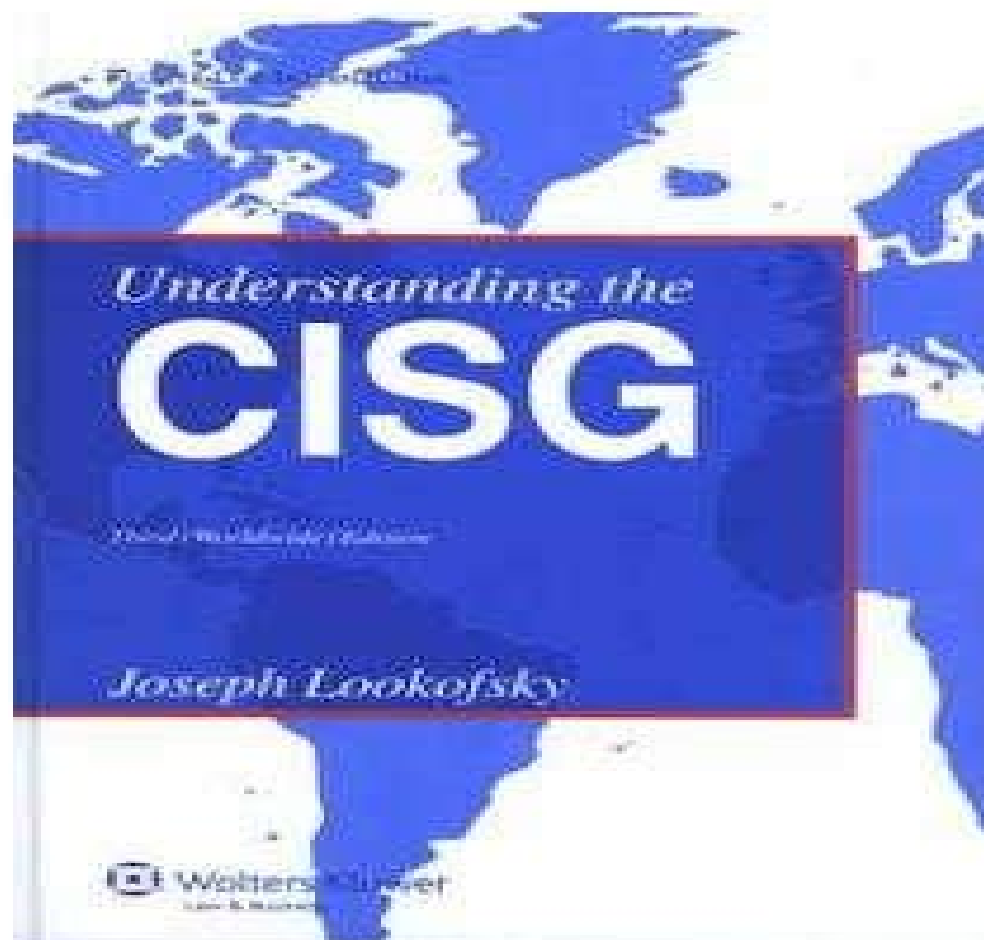




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Joseph Lookofsky



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Understanding the CISG Joseph Lookofsky, 2017-05-15 The 1980 United Nations Convention on Contracts for the International Sale of Goods CISG regulates the rights of buyers and sellers in international sales The Convention is the first sales law treaty to win acceptance on a worldwide scale and the impressive list of some 85 CISG Contracting States already accounts for more than three fourths of all world trade The importance of the CISG in the international arena is underlined by thousands of reported decisions where the CISG has been held to apply thus evidencing the conduct of countless international traders who by default or by express choice regularly subject their sales contracts to the Convention The CISG has also impacted on sales legislation at national and regional e g EU levels The CISG treaty demands an international interpretation and this fully updated Fifth Worldwide Edition draws upon the full range of primary as well as secondary sources of CISG law including worldwide case law and scholarly opinion Concrete examples are provided throughout With this book as their guide lawyers and students who need to understand international sales contracts and sales contract disputes will confidently navigate topic areas such as the following determining when the CISG applies freedom of contract under Article 6 interpretation of the Convention and of CISG contracts sales contract formation validity defenses to enforcement obligations of the parties including conforming delivery and payment remedies for breach including specific performance damages and avoidance liability exemptions and key reservations under Articles 92 96

The Principles and Practice of International Commercial Arbitration Margaret L. Moses, 2017-04-06 Arbitration has become the dispute resolution method of choice in international transactions This book provides the reader with immediate access to understanding the world of international arbitration explaining how and why arbitration works It provides the legal and regulatory framework for international arbitration as well as practical strategies to follow and pitfalls to avoid It is short and readable but comprehensive in its coverage of the basic requirements including the most recent changes in arbitration laws rules and guidelines The third edition includes new sections on state to state arbitration the role and power of the arbitrator reform efforts in international investment treaties transparency in international arbitration and third party funding In the book the author includes insights from numerous international arbitrators and counsel who tell firsthand about their own experiences of arbitration and their views of best practices Throughout the book the principles of arbitration are supported and explained by the practice providing a concrete approach to an important means of resolving disputes

Basic Documents on International Trade Law Chia-Jui Cheng, 2012-04-27 Anyone involved in trade law knows the time consuming nature of obtaining primary source material and consulting each of the main trade laws Now in its fourth edition Basic Documents in International Trade Law solves this problem by assembling in a single easy to use resource a very comprehensive collection of the most important and frequently used documents on the law of international trade In addition to its obvious practical value this work reveals much about the process of harmonization in international trade law and the

operation of the key international trade bodies This makes the book a helpful reference for international business lawyers researchers legislators and government officials in the field Since the successful publication of the previous editions of the book the appearance of new conventions and model laws has considerably enriched the law of international trade and the present edition contains a wealth of new material The book has been substantially revised and several new instruments have been included Among the most significantly important improvements to this new edition are new chapters added to different parts of the book a redesigned and thoroughly revised Part 6 reflecting the expansion of intellectual property rights under the framework of treaties administered by World Intellectual Property Organization and bibliographies and other research resources updated and enlarged to include an extraordinarily rich collection of books and articles in many trading languages besides English including for the first time major Chinese works in the international trade law field As the late Prof Clive M Schmitthoff commented on the first edition the book is not only of practical usefulness but has also considerable jurisprudential value and reveals the methodology of the harmonization process in the area of international trade law The International Business Lawyer first commented in 1987 that the book can only be described as a vade mecum for every international business lawyer an assessment that now seems more merited than ever

An International Restatement of Contract Law: The UNIDROIT Principles of International Commercial Contracts Michael Joachim Bonell, 2005-11-15 The Unidroit Principles of International Contracts first published in 1994 have met with extraordinary success in the legal and business community worldwide Prepared by a group of eminent experts from all major legal systems of the world they provide a comprehensive set of rules for international commercial contracts Available in more than 20 language versions they are increasingly being used by national legislatures as a source of inspiration in law reform projects by lawyers as guidelines in contract negotiations and by arbitrators as a legal basis for the settlement of disputes In 2004 a new edition of the Unidroit Principles was approved containing five new chapters and adaptations to take into account electronic contracting This new edition of An International Restatement of Contract Law is the first comprehensive introduction to the Unidroit Principles 2004 In addition it provides an extensive survey and analysis of the actual use of the Unidroit Principles in practice with special emphasis on the different ways in which they have been interpreted and applied by the courts and arbitral tribunals in the hundred or so cases reported worldwide The book also contains the full text of the Preamble and the 180 articles of the Unidroit Principles 2004 in Chinese English French German Italian and Russian as well as the 1994 edition in Spanish Published under the Transnational Publishers imprint

The Uniform Interpretation of the UN Sales Convention (CISG) Jie Luo, Peng Guo, 2023-11-10 The unification of international commercial law has been a common course for every country of the world The U N Convention on Contracts for International Sale of Goods CISG is a milestone in creating a uniform law in the field of the international sale of goods The CISG coordinated divergent political economic and legal systems combined different contract laws and set up a comprehensive and independent legal framework for the

international sale of goods This book examines the basic requirements and criteria of the CISG s interpretation and investigates how to achieve the uniform interpretation of the CISG based on interpretation rules in the CISG and through appropriate legal interpretation approaches As a comprehensive and uniform legal framework for the international sale of goods the CISG still has gaps to fill Therefore a uniform interpretation in gap filling is equally important for the CISG This book discusses gap filling in the CISG explains why and how to fill its gaps clarifies gap filling approaches their order of application and eventually concentrates on general principles and the uniform interpretation of the CISG Another feature of the book is to discuss the supplementary materials that could be used to assist in the uniform interpretation of the CISG PICC foreign cases UNCITRAL Digest and the CISG Advisory Council opinions will be examined in detail to see whether and how they can fill the gaps in the CISG and promote its uniform interpretation Only by clarifying the basic requirements and principles relating to the CISG s uniform interpretation can courts and arbitral tribunals correct their attitude toward and practices in the interpretation of the CISG Only by following the autonomous interpretation approach can the CISG achieve its goal to unify the sale of goods laws and promote the development of international commerce

Drafting Effective Contracts: A Practitioner's Guide, 3rd Edition Dodd, Feldman, Nimmer, 2019-12-17 The professional s favored tool for over a decade this backbone reference provides a comprehensive set of drafting elements that can be used from contract to contract Move step by step through the contract creation process from conducting the initial client meeting to closing the deal with detailed discussions of the eleven essential drafting elements parties recitals subject consideration warranties and representations risk allocation conditions performance dates and term boilerplate and signatures A favorite reference tool for professional drafters for over a decade *Drafting Effective Contracts* combines a clear analysis of how effective agreements are structured with a practical breakdown of the essential elements of any contract giving you the best way to draft contracts This completely updated practical reference guide presents a consistent structural analysis and a comprehensive set of drafting elements that can be used from contract to contract You are led step by step through the process by which contracts are created given clear sample contract provisions and offered direction around the obstacles that may be encountered in drafting agreements for goods and services promissory notes guaranties and secured transactions *Drafting Effective Contracts* provides a complete handbook for drafting legal agreements that work For starters you get a practical and comprehensive approach to the overall contract process from conducting the initial client meeting to closing the deal You ll find a detailed discussion of the 11 drafting elements that every contract may have Parties Recitals Subject Consideration Warranties and Representations Risk Allocation Conditions Performance Dates and Term Boilerplate Signatures After you get a solid explanation of these essential elements and how they re assembled to create effective contracts you get key strategies for negotiating the agreement and closing the deal You get an overview of the legal concepts that underpin various types of agreements such as promissory notes guaranties security agreements and agreements for the sale of goods and services

Then you'll see how to apply the drafting elements to create the finished contract. You also get an array of sample agreements and contracts as well as statutory material. Only *Drafting Effective Contracts* combines the best benefits of a forms book and a treatise to give you the most complete tool for building effective legal agreements.

Lookofsky: Understanding the Cistg St. Ed. Joseph M. Lookofsky, 1995. More than 60 countries accounting for more than two thirds of all world trade have ratified the Convention on Contracts For The International Sale of Goods (CISG). Through a comparison and contrast with domestic law, the authors explain the CISG in terms familiar to European jurists. Because the CISG treaty demands an international interpretation, the authors draw heavily upon a broad base of CISG decisions, arbitral awards, and doctrine from around the world. This completely revised and expanded Second Edition includes an account of the most significant CISG decisions reported during recent years. Concrete examples are provided throughout. The English language text will help European jurists to better communicate about CISG problems across language barriers. Lloyd's Maritime and Commercial Law Quarterly (Lloyd's (Firm)), 2005.

Review of the Convention on Contracts for the International Sale of Goods (CISG) 2003-2004 Pace International Law Review, 2005. The Pace International Law Review edits the Review of the Convention on Contracts for the International Sale of Goods (CISG). The Review of the CISG is published once yearly and features articles written by prominent legal scholars in the field of international sale of goods from around the world. In addition to scholarly writings analyzing the various articles of the CISG, the book seeks to compile translations of recent decisions as well as commentaries of notable cases relating to the CISG. The Review of the CISG provides both a forum for legal discussion within the international legal community in the area of international sales law and as an authoritative source of reference for international scholars. The Review was formerly published by Kluwer Law International.

Dictionary of International Trade Edward G. Hinkelman, 2005. The Dictionary of International Trade has undergone a major update and expansion. With many pages of additional content, the book is now one third dictionary and two thirds encyclopedia. In addition to the revised A-Z section, there are 21 important appendices. New features include: Illustrated Guide to Ocean Freight Containers, Illustrated Guide to Air Freight Containers, Illustrated Guide to Incoterms 2000, Illustrated Guide to Letters of Credit, IATA Codes Worldwide by Code and by Location, Security Section covering C, TPAT, FAST, PAPS, PARS, 24 Hour Rule, and more.

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