



17-18 APRIL 2018

ICC Model Contracts

How to successfully draft an international contract that suits your purpose?"

This two-day seminar is designed for those working in international trade (private sector), in-house as well as an external consultant, who negotiate, draft, interpret and execute international contracts of sale, distribution and commercial agency. Specifically, it is relevant to those in procurement, sales, legal and finance and those who as a manager are to instruct and supervise these departments and those who are to solve disputes.

ICC ALBANIA
INTERNATIONAL
CHAMBER OF COMMERCE
The world business organization

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ALBANIAN ASSOCIATION OF BANKS
SHOQATA SHQIPTARE E BANKAVE

**KEY ISSUES OF
DRAFTING
INTERNATIONAL
CONTRACTS**

**ICC MODEL
CONTRACTS**

**INTERNATIONAL
SALE OF GOODS**

**NEGOTIATIONS
WITH YOUR
CHANNEL ABROAD**

CASE SCENARIOS

VENUE:

TBD, Tirana

www.icc-albania.org.al

09:00 – 17:00

About the Course

Every international business transaction requires a precise underlying contract. As most companies cannot afford a lawyer behind every transaction, reliable standard models, taking into account globally acceptable and workable contractual standards might provide these companies with a tool, crucial to the management of their international dealings. Without access to model contract forms, SMEs in particular are at a disadvantage as they risk building the legal basis of their international business dealings on agreements that have either been drafted without any professional legal support, or that have been imposed by the other party. But also large companies, able to pay in-house legal counsel or outsource legal assistance, may benefit from such models, as they may offer the compromise, required to solve the deadlock (battle of the forms) they entered into during negotiations. This seminar aims at helping participants make the right choice in selecting the most appropriate contract for trade and to use it effectively.

Target Group

This two-day seminar is designed for those working in international trade (private sector), in-house as well as an external consultant, who negotiate, draft, interpret and execute international contracts of sale, distribution and commercial agency. Specifically, it is relevant to those in procurement, sales, legal and finance and those who as a manager are to instruct and supervise these departments and those who are to solve disputes.

Objectives of the course

To provide participants with:

- The theoretical and practical knowledge to enable them to draft cross-border contracts that all the parties 'want' to execute instead of 'have' to execute;
- To recognize obligations and liabilities arising in absence of a clear-cut contract;
- The capability to select an appropriate model contract and to understand its role as a conductor of all the obligations and liabilities of the sale (delivery, payment, title, risk transfer, warranties, dispute settlement...) and of the negotiation with the channel (territory, exclusivity, purchases/sales target, goodwill compensation...);
- A clear understanding of the mechanics of a cross-border contract and to understand methods of mitigating risks and optimizing profit.

Seminar Language: English

Lecturer: Ms. Valle Garcia de Novales



Valle García de Novales, Commercial Lawyer, Partner at AIV ASESORES, A.I.E. (Spain) and member of the ICC Commercial Law and Practice Commission.

Valle has over 25 years of experience as a corporate lawyer dealing with cross-border transactions and is a regular University and in-company lecturer and trainer on international contracts, Incoterms, documentary credits and investments abroad.

Further info about the lecturer?

<https://es.linkedin.com/in/vallegarciadenovales/en>

Day 1 – 17 April 2018

09:00 – 12:30 INTRODUCTION: key issues of drafting international contracts.

- The impact of different business and legal cultures.
- Risk identification, evaluation and management.
- Applicable law and dispute settlement.
- Will the choice of law/choice of forum be effective?

12:30 – 13:30 LUNCH

13:30 – 14:30 ICC MODEL CONTRACTS:

- What is their aim?
- How to choose the right one?
- How to use them?
- ICC Principles to facilitate commercial negotiations.

14:30 – 16:30 INTERNATIONAL SALE OF GOODS: the CISG Convention.

- Obligations of the Seller.
- Obligations of the Buyer.
- A quick review on the most convenient Incoterms® 2010 rules for sellers and buyers.

16:30 Closing remarks

Day 2 – 18 April 2018

09:00 – 12:30 INTERNATIONAL SALE OF GOODS

- Introduction to the mock case.
- **Case scenario:** draw your own international sales contract by using the ICC Model (participants will be split in two working groups):
 - Identification of the Parties and product;
 - Conformity and liability;
 - Inspection and examination;
 - Delivery and payment terms;
 - Documents to be delivered;
 - Transfer of risk and transfer of title;
 - Liability and limitations;
 - Applicable Law and dispute settlement.
- Discussion of the draft contract.

12:30 - 13:30 LUNCH

13:30 – 16:30 NEGOTIATIONS WITH YOUR CHANNEL ABROAD: commercial agency and distributorship.

- How to choose the right channel? Pros and cons.
- Main terms to negotiate in commercial agency and distributorship agreements.
- **Case Scenario:** write an international agency contract by using the ICC Short Form Model (participants will be split in two working groups):
 - Territory and products;
 - Exclusivity;
 - Term
 - Obligations of the agent;
 - Obligations of the principal;
 - Termination and effects (compensation/indemnity...);
 - Applicable Law and dispute settlement.
- Discussion of the draft contract.

GENERAL CONCLUSIONS

16:30 – 17:00 Closing remarks and Certificate distribution

REGISTRATION FORM

Fill in and return the registration form to:

E-mail: events@icc-albania.org.al **Tel:** +355 4 22 81 550 **Fax:** +355 4 22 50 960

Mail: c/o Banka Kombetare Tregtare, Bulevard "Zhan D'Ark", 1001, Tirane, Albania

Participant Information ICC Albania

Mr. Mrs.

Family Name: _____

First Name: _____

Job Title / Position: _____

E-Mail: _____

Organisation / Company: _____

Address: _____

Telephone: _____

Fax: _____

Invoice data

Organisation / Company: _____

NUIS Number (VAT): _____

Address: _____

City, Postal code: _____

Country: _____

Event Fee

The registration fee includes all event documentation, lunches, refreshment.

A certificate of attendance will be delivered to all those who completed the course.

Registration	ICC Members	Non-ICC Members	Individual* Student* Public Sector*
Regular Fee	<input type="checkbox"/> € 250	<input type="checkbox"/> € 350	<input type="checkbox"/> € 170

Registration will be confirmed upon receipt of the registration form and registration fees. Once confirmed by ICC Albania, your registration is legally binding! The regular fee shall be paid within two weeks from receipt of invoice- in case of late registration verifiably before the event starts!

Cancellation Policy

Full refund will only be given for cancellations received up to 10 working days before the event. Cancellations must be made in writing. Should you be unable to attend you can nominate a colleague as replacement.

*Seat quota is applied for this category. Applicant(s) will be informed about the availability upon registration.

**For publications, check the list in the [link](#). Members' prices are valid for purchases through this course. Other conditions remain unchanged.