Celebrating the 40th Anniversary of the CISG:

CISG as a Tool for Global Trade

– Theory and Practice
Simplification of the Commercial Process for the International Sale of Goods

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Overview

I. Introduction
II. Simplification of Contract Formation in the Field of International Sales
III. Simplification of Dispute Resolution in the Field of International Sales
IV. Conclusion
Simplification of Contract Formation in the Field of International Sales

1. Simplification through a neutral fall-back sales law regime
2. Simplification through a set of rules specifically designed for international commercial transactions
3. Simplification through standardisation
4. Simplification by preserving existing contractual frameworks and practices
Simplification of Dispute Resolution in the Field of International Sales

1. Easy accessibility of the CISG’s content in many languages
2. International CISG case law enhances predictability
3. No risk of both parties being “trapped” in the CISG’s application