

ORGANISERS



United Nations
UNCITRAL



Department of Justice
The Government of the Hong Kong
Special Administrative Region



ASIAN
ACADEMY OF
INTERNATIONAL
LAW

Special Sponsor



Celebrating the 40th Anniversary of the CISG:

CISG as a Tool for Global Trade

- Theory and Practice



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

Professor Dr Ulrich G. Schroeter

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