

SEMINAR

ICC MODEL CONTRACTS

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

Tuesday, 2 June 2015

Hrvatska gospodarska komora, Rooseveltov trg 2, Zagreb

8:30	<i>Registration (Vijećnica, 1.kat)</i>
9:00	Opening speech: <i>Mrs. Sunčanica Skupnjak Kapić</i> , Secretary General of ICC Croatia
9:15	Key lecturer: <i>Mr. Koen Vanheusden</i> INTRODUCTION: DRAFTING AN INTERNATIONAL CONTRACT – KEY ISSUES <ul style="list-style-type: none"> • mission statement • risks identification • risk evaluation • risk Management / allocation
10:00	INTERNATIONAL MODEL CONTRACTS <ul style="list-style-type: none"> • how to choose the right one ? • how do they work ? • how to use them ? • the ICC Principles to facilitate commercial negotiations
10:30	CASE SCENARIO: WRITE AN INTERNATIONAL SALES CONTRACT USING THE ICC MODEL
10:45	<i>Coffee break (poslovni klub)</i>
11:00	DRAW YOUR OWN INTERNATIONAL SALES CONTRACT USING THE ICC MODEL <ul style="list-style-type: none"> • identification of parties and product • conformity and liability • inspection and examination • conditions of payment and of delivery • liability and limitation thereof • applicable law and dispute settlement
13:00	<i>Lunch (poslovni klub)</i>
13:45	ORGANIZING YOUR PRESENCE ABROAD – WHICH CONTRACT SUITS YOUR PURPOSE? <ul style="list-style-type: none"> • different options – pros and cons • how to choose the right channel ?
14:00	CASE SCENARIO: WRITE AN INTERNATIONAL AGENCY CONTRACT USING THE ICC SHORT FORM MODEL
14:15	DISCUSSION OF THE DRAFT CONTRACT <ul style="list-style-type: none"> • territory and products • term – exclusivity • geographical structure and presence on the Internet • obligations of the agent / distributor (strategy, reporting,...)
15:15	<i>Coffee break (poslovni klub)</i>
15:30	DISCUSSION OF THE DRAFT CONTRACT (contd.) <ul style="list-style-type: none"> • obligations of the principal / supplier (commission, discount,...) • termination and consequences (compensation / indemnity, stocks,...) • applicable law and dispute resolution
16:30	<i>General conclusions and certificate dissemination</i>

Working language: English, without interpretation