

SEMINAR

HOW TO DRAFT YOUR OWN INTERNATIONAL SALE CONTRACT
22 May 2014

CROATIAN CHAMBER OF ECONOMY
Rooseveltov trg 2, 10 000 Zagreb
Hall A, 2nd floor

PROGRAMME

Thursday, 22 May 2014

8:30 REGISTRATION

9:00 OPENING SPEECH: Mrs. Sunčanica Skupnjak Kapić, Secretary General of ICC Croatia

*** Mr. Koen Vanheusden: Key Lecturer**
9:15 INTRODUCTION: DRAFTING AN INTERNATIONAL CONTRACT – EXPORT MANAGEMENT
a) Mission statement
b) Risks
c) Evaluation
d) Treatment

10:00 HOW TO OVERCOME OUR FEAR OF CONTRACTS

DRAFTING AN INTERNATIONAL CONTRACT - MANUAL

10:45 Coffee break

11:00 THE ICC MODELS
a) Why
b) How are they drafted
c) How do they work

11:45 DRAW YOUR OWN INTERNATIONAL SALES CONTRACT USING THE ICC MODEL (Workshop)
a) From the point of view of the seller
b) From the point of view from the buyer

13:00 Lunch

14:00 c) Negotiate / conclude a contract

14:30 DISCUSSION OF THE RESULT (1)
- Identification of parties and product
- Conformity and liability

15:45 Coffee break

16:00 DISCUSSION OF THE RESULT (2)
- Conditions of payment and of delivery
- Applicable law and dispute settlement

Working language: English

*** Mr. Koen Vanheusden is official ICC Incoterms® lecturer, Director at the Belgian Foreign Trade Agency, Chair of ICC's Task Force on International Sales, lecturer at several Belgian universities**

SEMINAR

**HOW TO DRAFT YOUR OWN INTERNATIONAL COMMERCIAL
AGENCY CONTRACT / DISTRIBUTORSHIP CONTRACT**

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8:30 REGISTRATION

9:00 OPENING SPEECH: Mrs. Sunčanica Skupnjak Kapić, Secretary General of ICC Croatia

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9:15 INTRODUCTION: ORGANIZING YOUR PRESENCE ABROAD

- a) Context
- b) Different options – pros and cons
- c) How to choose the right channel

10:45 Coffee break

**11:00 DRAFTING THE CONTRACT YOU NEED USING THE ICC SHORT FORM MODELS
(workshop)**

- a) From the point of view of the principal / supplier
- b) From the point of view of the agent / distributor
- c) Negotiate / conclude a contract

13:00 Lunch

14:00 DISCUSSION OF THE RESULT (1)

- Territory and products
- Term - exclusivity
- Geographical structure and presence on the Internet
- Obligations of the agent / distributor (strategy, reporting,...)

15:30 Coffee break

15:45 DISCUSSION OF THE RESULT (2)

- Obligations of the principal / supplier (commission, discount,...)
- Termination and consequences (compensation / indemnity, stocks,...)
- Applicable law and dispute resolution

GENERAL CONCLUSIONS AND CERTIFICATE DISSEMINATION

Working language: English

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