UIA Seminar in Munich

On the 9th and 10th of September in Munich there was a seminar organized by UIA on Drafting Effective International Contracts: Workshop-seminar on International Sales, Agency and Distributorship Contracts. Speakers at the event were highly qualified lawyers from Germany, France, Switzerland, Italy, the Netherlands, Belgium, Spain and the UK. Todor Manev from Dobrev & Lyutskanov Law Firm was the Bulgarian participant alongside with 35 people mostly from European countries, but also Tunisia and Lebanon, who took part in the seminar.

The workshop-seminar on international commercial contracts organised by UIA in Munich analyzea the basic issues of cross-border contracts with reference to three types of contracts more commonly used by those who approach a foreign market (sales, commercial agency, distributorship), and at the same time focus on the drafting of the clauses more commonly used. The seminar gave the participants a clear overview of the basic principles governing international contracts, together with a practical discussion and exercise on the implementation of such principles through clear and effective contractual clauses. In respect to international sales contracts it is important to know the Vienna Convention on International Sales of Goods and Incoterms of the International Chamber of Commerce

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