



Marco Mosselman

• Law teacher &

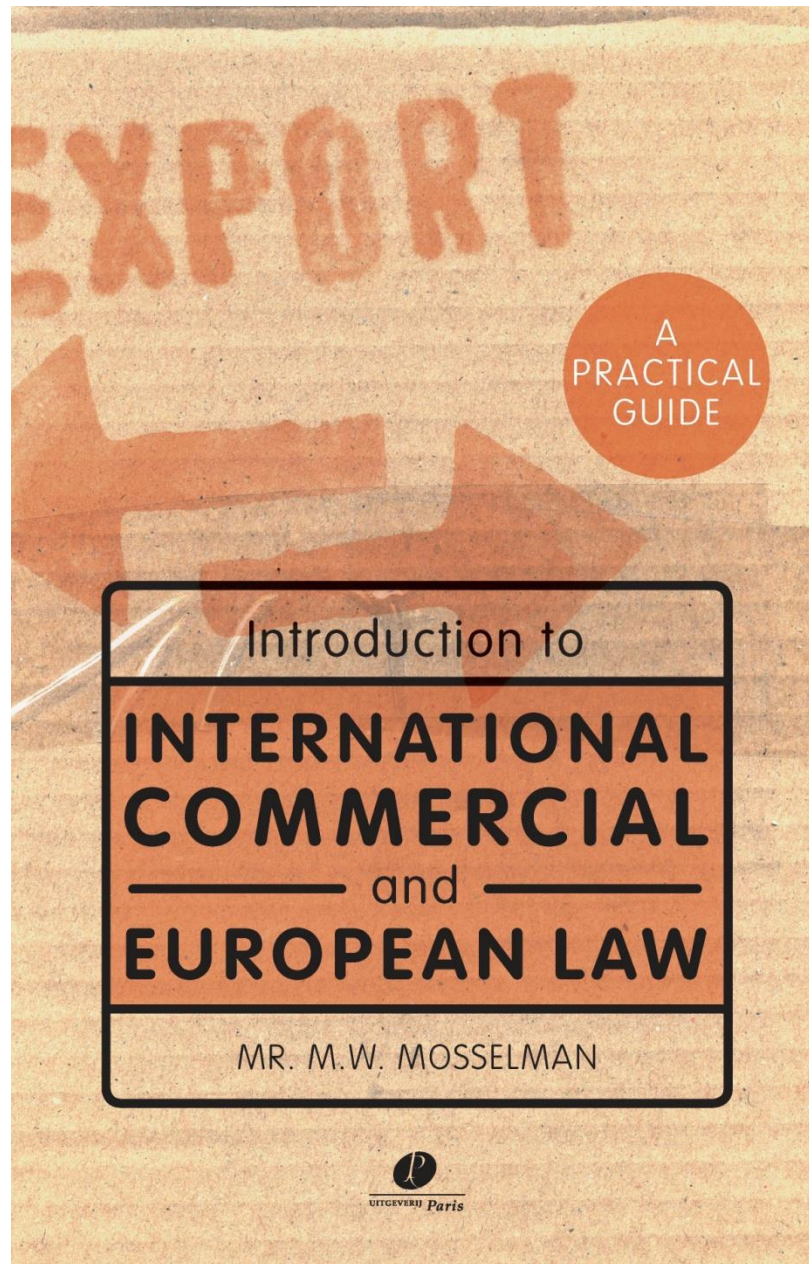
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English literature on commercial law:

- Only legal: no attention to risks outside the contract
- Focus on English/American legal system
- Very theoretical
- Many books focus on parts of international business e.g. Only European law or only contract of carriage



EXPORT

A
PRACTICAL
GUIDE

Introduction to
**INTERNATIONAL
COMMERCIAL**
— and —
EUROPEAN LAW
MR. M.W. MOSSELMAN


UITGEVERIJ Paris

What are the most relevant legal subjects to have knowledge about?

The logo for Hogan Lovells, featuring the firm's name in a dark serif font centered within a solid lime green square.

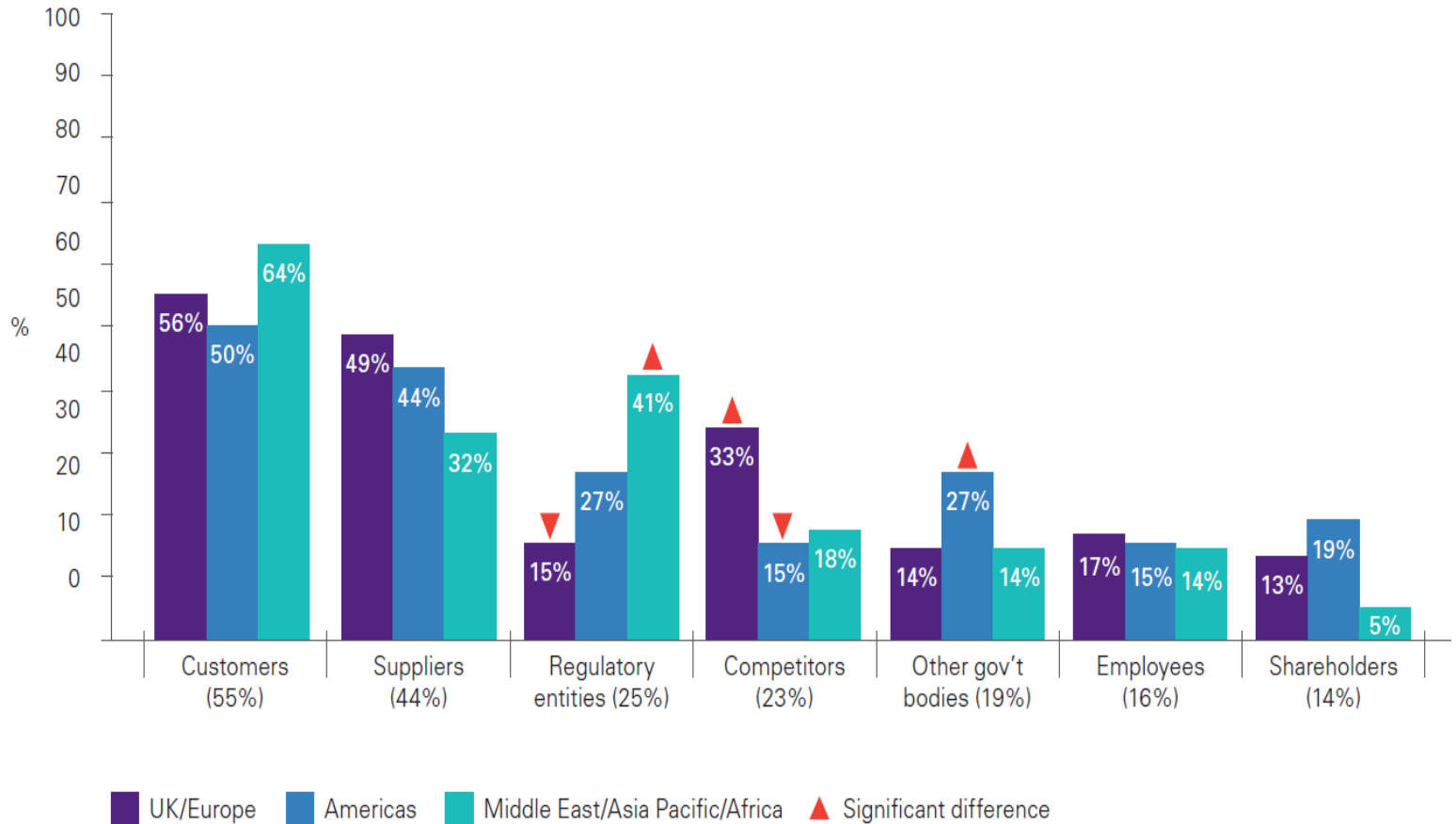
Hogan
Lovells

Global Currents Trends in Complex Cross-Border Disputes 2014

FT Global 500 largest global multinational companies

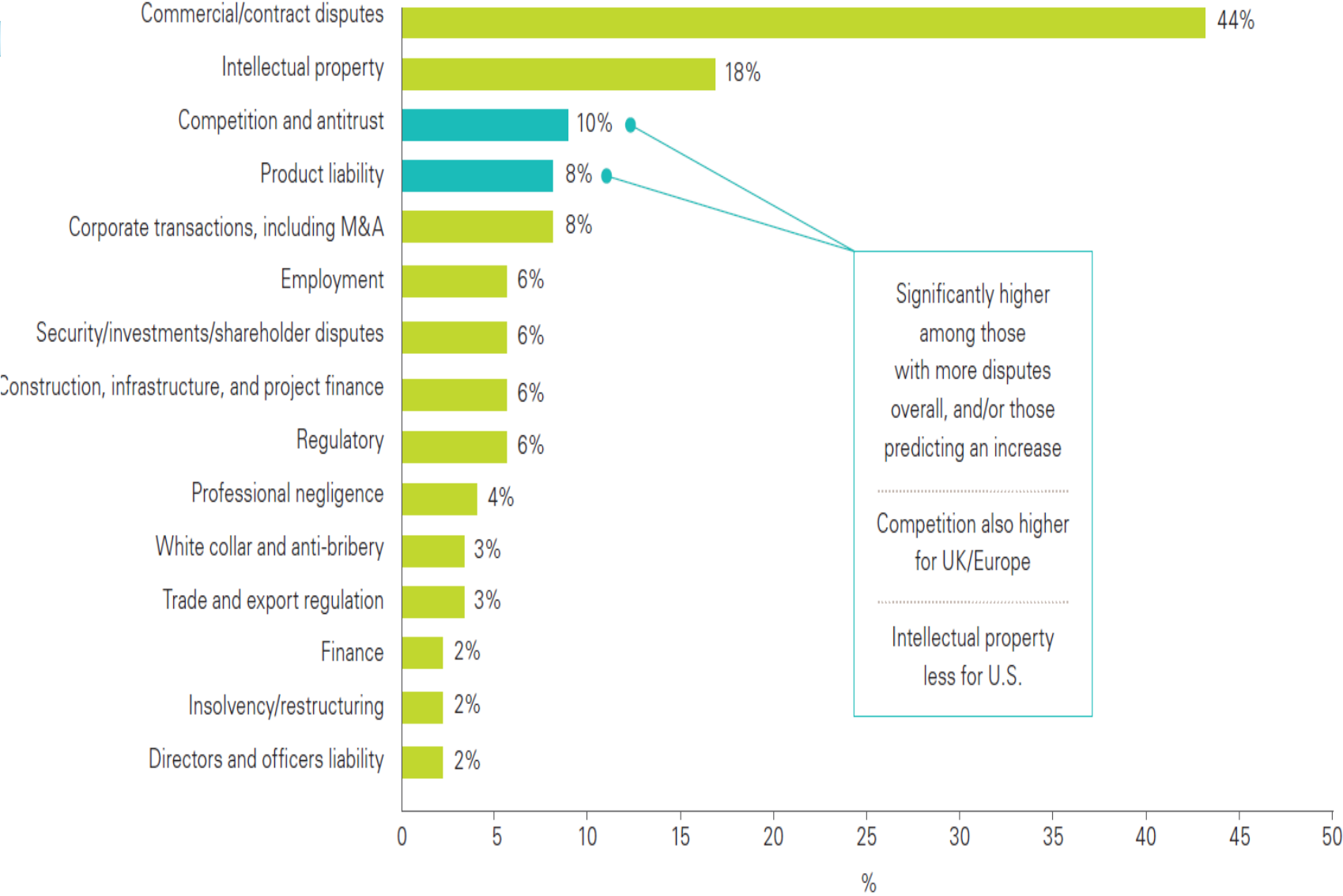
Main results research:

Main sources of cross-border disputes (last two years)



Base: WEIGHTED Total (146); Americas (58); UK/Europe (58); Middle East/Asia Pacific/Africa (29)

Areas of law in which cross-border disputes most frequently occurred (last two years)



Chosen subjects

1. Risks related to the environment of the transaction

And solutions: credit insurance

2. European law

- Institutions and legal framework EU

Aim: understanding difference
regulation and directive

- Four freedoms

- Competition law

Aim: understanding Distribution and
competition law



3. Entry strategies
(Agency and Distribution)

4. General conditions of sale
(Battle of forms)

5. Retention of title
(importance debatable: just in time
delivery and certain sectors)

6. Contract of sale of goods
(CISG)



7. Product liability


8. Incoterms

9. Contract of carriage

10. Choice of Law and Jurisdiction
(including arbitration)

11. Standard contract clauses

12. Payment methods

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- Limited time at business school
 - No Intellectual property
 - Exercises and MC questions
 - Use of examples
 - Use of figures