



CONTRACT

International Contracts

*with focus on ICC
Model Contracts*



This module addresses the most relevant commercial agreements and common clauses, with particular reference to ICC Model Contracts, with a practical and problem-solving approach.

Level: Intermediary-Advanced

Language: English

Registration fees

ICC member: 250 EUR

Non-ICC member: 320 EUR

7-8

MARCH 2024

Rogner Hotel, Antigonea

09:00-15:00³

REGISTRATION

Objective

The objective of this module is to give the participants a comprehensive view of the principles that govern international commercial contracts as well as of the techniques and best practices in the drafting and negotiation of such contracts, so as to enable the audience to make the most appropriate decisions in regulating their international commercial relationships. This module addresses the most relevant commercial agreements and common clauses, with particular reference to ICC Model Contracts, with a practical and problem-solving approach.

Target audience

In-house and external lawyers, trade consultants, business management consultants, exporters and importers, marketing managers, sales and purchasing managers, logistics and finance managers. All those working in international trade who negotiate, draft, interpret and execute international contracts of sale, distribution and commercial agency.

Programme

7 March 2024

>>> Principles and main issues in international commercial contracts law

- National contracts and international contracts.
- The first two key issues of international contracts: applicable law and dispute resolution.
- Applicable law.
- Dispute resolution (jurisdiction).
- Pre-contractual documents: Non-Disclosure Agreement (NDA), Non-Circumvention Agreement, Letter of Intent (LOI), Memorandum of Understanding (MOU).
- Pre-contractual liability.
- Formation of a contract: offer, acceptance, agreement.
- Analysis of practical cases.
- Group work.


8 March 2024

>>> Drafting international contracts of sale, agency, distribution

- Drafting international contracts.
- Analysis of contract clauses: Recitals, Interpretation, Penalty clauses/liquidated damages, limitation of liability, termination, Force majeure - the ICC Force Majeure model clause, Hardship - the ICC Hardship model clause, other miscellaneous clauses.
- Overview of the main types of commercial contracts.
- Model forms of international commercial contracts.
- International sale contract.
- International agency contract.
- International distribution contract.
- Analysis of the ICC model forms of international contracts.
- Analysis of practical cases.
- Group work

Avv. Tommaso Mancini



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Tommaso Mancini got his Law Degree in 2004 and was admitted to the Italian Bar Association (Pesaro) in 2007. He served as a visiting attorney at Harris Cartier LLP (London) in 2008. Tommaso is equity partner at Bacciardi Partners and the Head of the International Commercial Law Department of the law firm.

In his role, he counsels SMEs and multi-national companies in cross-border commercial transactions of any kind, with a particular focus on sales, procurement, agency, distribution, franchising, licensing, antitrust and day-to-day business operations.

He is highly appreciated for his ability to handle complexity and identify practical solutions. He is a member of IR Global, the International Distribution Institute (IDI), Credimpex Italy, and the representative for the Marche Region of the Italian International Lawyers.

Tommaso regularly holds lectures and workshops in his areas of expertise for Chambers of Commerce, entrepreneurial associations and company executives.