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The Commentary also considers the new opinions of the CISG Advisory Council (CISG-AC) on important issues such as the buyer's right to avoid the contract in case of non-conforming goods or documents, the calculation of damages under CISG, Art 74, the exemption of liability for damages under CISG, Art 79, and the calculation of damages under CISG, Arts 75 and 76. ????? ?? ...

Slechtriem and Schwenger (??)

For an extensive discussion see Peter Schlechtriem in Schlechtriem and Schwenger, above n 2, art 7, para 34. 40. That is, unless instruments such as the UNIDROIT-Principles of International Commercial Contracts (see above n 2), which contain explicit provisions on set-off (articles 8.1 - 8.5) and assignment (articles 9.1.1 - 9.1.15) can be qualified as usages applicable under article 9 of the ...

Peter Schlechtriem

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This new edition of the leading commentary on the United Nations Uniform Sales Law will assist practitioners and scholars in their understanding of the impact of the CISG on domestic and international laws of commerce. Previous editions have become an important source of guidance on the Convention, being frequently cited by courts worldwide

Now in force in over 80 countries, the Convention on the International Sale of Goods (CISG) is one of the most successful and wide-reaching attempts to unify legal instruments for international commerce. The CISG's range of influence in international practice has significantly expanded, potentially governing more than 80% of world trade. In addition to the growing case law, the volume of case law reporting and scholarly writing on the Convention and its provisions and problems has increased dramatically. The Convention also continues to influence legislators on the international as well as the domestic level. This is the fourth edition in English of the 6iCommentary on the United Nations (UN) Convention on the

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International Sale of Goods (CISG). Since the publication of the first edition in 1998, the book has become an invaluable source for the comprehension and discussion of the Convention, frequently cited by legal writers, tribunals, and courts all over the world. Thoroughly revised to reflect the growth and complexity of case law relating to the Convention, the book also considers new developments in the field of the CISG, particularly the accession of Brazil to the Convention. It also assesses all relevant scholarly writing on the CISG since 2009, with a special emphasis on the opinions issued by the CISG Advisory Council that are being considered as persuasive authority by courts and tribunals across the globe. Written by an international team of contributors, this book provides comparative expert analysis, and combines judicial and scholarly views from numerous jurisdictions. This is the most comprehensive and authoritative commentary on the CISG, and an invaluable resource for scholars and practitioners alike.

Although the 1980 United Nations Convention on Contracts for the International Sale of Goods (CISG) is one of the most successful international conventions to date, it remains the case that those involved in the international sale of goods must refer to a multitude of laws. Indeed the CISG itself does not cover all issues relating to international sales contracts, so it must necessarily be supplemented by domestic law. *Global Sales and Contract Law* provides a truly comparative analysis of domestic laws in over sixty countries so as to deliver a global view of domestic and international sales law. The book reports on the real practice of sales law, taking into account present day problems. Complex questions on the obligations under a sales contract, the ways in which these are established, as well as the remedies following the breach of obligations, are all discussed. By addressing regional uniform projects, like OHADA, and comparing differences in domestic legal approach where the CISG would not apply, the

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work goes beyond existing commentaries which tend to focus only on the CISG. The analysis has been based on an unprecedented survey drawn from the world's top fifty companies as well as international traders, lawyers advising international traders, arbitral institutions, arbitrators, and law schools. This work encompasses all aspects of a sale of goods transaction and takes a wide view of sale by including general contract law. The book gives practitioners invaluable insight into judicial trends and possible solutions in different legal systems, whether preparing for litigation or drafting an international contract. Global Sales and Contract Law is the most comprehensive and thorough compilation of legal analysis in the field of the sale of goods and is a reliable source for any practitioner dealing in international commerce.

This book describes and analyses the rules and provisions of the United Nation Convention on the International Sale of Goods of 1980 - CISG-. The authors explain the details of the CISG's text, report the essence of the scholarly discussions of its issues, and, in particular, present numerous cases decided by courts and arbitration tribunals both as illustrations of problems arising under the CISG and as case law interpreting the Convention. The book is mainly intended to be used in teaching, but it can also help practitioners to understand the structure and basic solutions of sales law issues encoded in the CISG.

Written for international trade lawyers, practitioners and students from common and civil law countries, this casebook is an excellent starting point for learning about the CISG, providing an article-by-article analysis of the Convention. The commentary on each article is accompanied by extracts from cases and associated comparative materials, as well as references to important trade usages such as the INCOTERMS® 2010. The book features a selection of the most significant cases, each of which has

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been abridged to enable the reader to focus on its essential features and the relevant questions arising from it. The case extracts are accompanied by a comprehensive overview of parallel provisions in other international instruments, uniform projects and domestic laws. The analyses, cases, texts and questions are intended to aid readers in their comparative law and international sales law studies. They are designed to draw attention to the particular issues surrounding specific CISG provisions and to provoke careful consideration of possible solutions. The book is a reference work as well as an introduction to the individual problem areas. In particular, it acts as a preparatory work for the Willem C Vis International Commercial Arbitration Moot. The inclusion of sample questions and answers also makes it particularly helpful for self-study purposes.

The fourth edition of this text on all aspects of international trade law has been updated to incorporate and analyse the major recent developments, both in English law and contracts under the United Nations Convention on Contracts for the International Sale of Goods (CISG). As well as contract law, the book also covers property matters and addresses those issues which arise from the use of documents of title, such as marine bills of lading. There is extensive treatment of the rights and duties of both the buyer and the seller, and sale contracts are considered alongside other contracts such as charter parties and letter of credit contracts. The CISG material has been significantly developed in this fourth edition and there is more extensive treatment of such matters as remedies, passing of property, standard form contracts, and the international dealing of commodities.

"... there is a lack of a clear and simple exposition of the CISG for students and practitioners. That is the role of the current book, which it fills admirably. All of the issues that have been raised in the cases and

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the literature are considered, but without excessive detail. This is a book that will do much to make the CISG an easily understandable text for all users, student and practitioner alike." Preface by Professor Eric E. Bergsten

This book brings together the top international sales law scholars from twenty-three countries to review the Convention on Contracts for International Sale of Goods (CISG) and its role in the unification of global sales law. It reviews the substance of CISG rules and analyzes alternative interpretations. A comparative analysis is given of how countries have accepted, interpreted, and applied the CISG. Theoretical insights are offered into the problems of uniform laws, the CISG's role in bridging the gap between the common and civil legal traditions, and the debate over good faith in CISG jurisprudence. The book reviews case law relating to the interpretation and application of the provisions of the CISG; analyzes how it has been recognized and implemented by national courts and arbitral tribunals; offers insights into problems of uniformity of application of an international sales convention; compares the CISG with the English Sale of Goods Act and places it in the context of other texts of UNCITRAL; and analyzes the CISG from the practitioner's perspective.

This concise work by the leading global expert on sale of goods law provides the perfect starting point for anyone requiring an introduction to international commercial contracts. The book's comprehensive but accessible structure provides the reader with analysis of the relevant international law together with consideration of the practical issues relating to international contracts. Providing all elements necessary for understanding international contract law, consideration is given to unified and harmonized law alongside general principles found in Common and Civil Law legal systems. The book begins by

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considering issues of applicable law and conflicts of laws before analysing the main initiatives and instruments of harmonisation. There is considerable focus on the two main instruments (The United Nations Convention on Contracts for the International Sale of Goods (CISG); and The Principles of International Commercial Contracts (PICC)) including analysis of the scope of their application. Other international instruments considered include the UN Convention on the Use of Electronic Communications in International Commercial Contracts, and the UN Convention on Limitation, as well as the main forms used in practice: the IncotermsCO 2010; and UCP 600. All relevant law and practice is examined through a series of topic based chapters covering all relevant areas from freedom, interpretation, formation and validity of contract to sellers' and buyers obligations. There are also specific chapters on aspects relevant to disputes such as remedies, unwinding of contracts and limitation of actions.

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