

A.A.2013-2014

**International Trade Law/**

**International Trade Law and M & A Transborder Operations mod. 1  
International Trade Law**

Docente: Vincenzo Salvatore

[http://www4.uninsubria.it/online/home/rubrica.html?P1\\_name=salvatore+vincenzo](http://www4.uninsubria.it/online/home/rubrica.html?P1_name=salvatore+vincenzo)

CFU/ Credits	SSD Subject Code	Lecture s (hours)	Tutorials (hours)	Lab (hours)	Seminars (hours) [inserire voce: es. attività di campo; seminari; uscite;...]	Year	Teaching Language
6	IUS/14	40				I corso GEEM cur. EI	English

**Goals and Learning outcomes**

The course aims at providing students with basic knowledge to understand most commonly used contracts in international trade and their applicable law. A second part will be devoted to the study of settlement of international disputes, with particular attention to jurisdiction clauses, arbitration procedures and alternative dispute resolution.

**Prerequisites**

None

**Course Content**

- Law applicable to international commercial contracts
- The Italian conflict of laws rules
- National law and international conventions
- Connecting factors
- The relevance of the intention of the contracting parties with regard to the choice of applicable law
- Conflict of laws and uniform law conventions
- The most commonly used contracts in international trade practice (international sales contracts, commercial agency contracts, distribution agreements, franchising, international transfer of know-how, licence agreements, etc.)
- Settlement of international commercial disputes
- Rules governing the jurisdiction of courts in commercial matters
- International arbitration
- Alternative dispute resolution

**Mode of Delivery**

Lectures will be delivered in English and they will be supplemented by seminars, organised by Dr Alice Pisapia, on topics related to international dispute resolution

**Recommended reading list (Bibliography)**

Reading material to help students to prepare for exams will be provided during the course and will be available on the teacher's website

### **Assessment**

Students will be assessed by *viva voce* examination. Students may request to be interviewed in English.

### **Office hours**

Please look at the teacher's homepage to know the most updated calendar of Professor Salvatore's availability to meet students

### **Contact**

vincenzo.salvatore@uninsubria.it

### **Academic Timetable**

[http://www3.uninsubria.it/pls/uninsubria/consultazione.mostra\\_pagina?id\\_pagina=6606](http://www3.uninsubria.it/pls/uninsubria/consultazione.mostra_pagina?id_pagina=6606)

### **Exam sessions**

[http://www3.uninsubria.it/pls/uninsubria/consultazione.mostra\\_pagina?id\\_pagina=6605](http://www3.uninsubria.it/pls/uninsubria/consultazione.mostra_pagina?id_pagina=6605)