

Course Introduction to International Business Law

Lecture 5

Step up to Saxion.



Topics

- Revision lecture 4
 - Questions
- Subjects of today:
 - Introduction to The Vienna Sales Convention (CISG)
 - Conditions on the use of The Vienna Sales Convention
 - Content of The Vienna Sales Convention
 - Homework

Introduction to The Vienna Sales Convention (CISG)

- United Nations Convention on the contracts for the international sale of goods (CISG)
- Specific Treaty to be used to solve problems relating to this type of contract
- 78 MS of the United Nations have adopted the Vienna Sales Convention

Conditions on the use of The Vienna Sales Convention

- Art.1 par 1 The Vienna Sales Convention can only be applied if
 - the States in which the contracting companies are residing, have adopted The Vienna Sales Convention (a) *or*
 - if the rules of international private law lead to the application of the law of a State that adopted the Vienna Sales Convention (b)

Content of The Vienna Sales Convention

- Art.1 par 1: professional international sales of goods
 - International
 - Sales contract
 - B2B
 - goods

Content of The Vienna Sales Convention 2

- Formation of the contract:
 - offer: art.14
 - valid offer: art.15
 - withdrawal offer: art.15
 - offer is valid → time: art.18
 - (ir)revocable offer: art.16
 - rejection offer: art.17,19
 - agreement: art.18,21,23

Content of The Vienna Sales Convention 3

- Obligations of the seller: art.30
- Obligations of the buyer: art.53–60
- Breach of contract: art.25
- Options for buyer in case of breach of contract by the seller: art.45–50
- Options for the seller in case of breach of contract by the buyer: art.61–65

Homework

- Exercise 2 Chapter 5