

# International Sale of Goods

**Type:** seminar

**Semester:** Spring

**Credit value:** 2

**Number of classes full time:** 2/week

**Instructor with availability and contact info**

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**Prerequisites:** none

**Category:** elective course

## I. Brief Description of the Course (competences, content, teaching method):

The course covers the United Nations Convention on the International Sale of Goods (CISG or the Vienna Convention) in its entirety. Classes go through the text and interpretation of the Convention along with related judicial practice. Analysis merges both municipal court decisions and deliberations coming from various arbitration committees to provide a complete and practical overview on the everyday application of the CISG. Some related treaties, conventions and opinions (e.g. New York Convention on the Limitation Period in the International Sale of Goods 1974; CISG Advisory Council Opinion no. 1. on Electronic Communications under CISG) are also discussed. Classes heavily rely on the Socratic method to get students engaged in the discussion. Actual and hypothetical cases illustrate almost every single provision of the CISG. The completion of the course makes student able to apply and critically analyze international sales law and to draft contracts related to this area.

## II. Topics

	TOPIC
1.	Introduction. Birth of the CISG. Signatories. Opting in and opting out.
2.	Transactions covered by the CISG (Scope, application, preemption).
3.	Interpreting the CISG and its provisions.
4.	Interpreting the Sales Contract
5.	Formation of the Contract I.: Offer and Acceptance
6.	Formation of the Contract II.: Letter of Confirmation, Conduct as Acceptance, General Conditions and Standard Terms, Exchange of Emails
7.	General Standards for Performance: Fundamental Breach, Avoidance, Specific Performance
8.	Seller's Obligations
9.	Buyer's Obligations
10.	Remedies
11.	Damages and Excuses for Nonperformance
12.	NY Convention on the Limitation Period
13.	Electronic Communications under the CISG

## III. Requirements for completion

Students are expected to attend classes and participate actively.

Students receive a flow of hypothetical cases during the semester they have to solve as home works. The submitted solutions are the base of assessment.

## IV. Text-books, Articles, Legal Literature

UNCITRAL Digest of Case Law on the United Nations Convention on Contracts for the International Sale of Goods 2016, United Nations, New York, 2016. (available at: [https://uncitral.un.org/sites/uncitral.un.org/files/media-documents/uncitral/en/cisg\\_digest\\_2016.pdf](https://uncitral.un.org/sites/uncitral.un.org/files/media-documents/uncitral/en/cisg_digest_2016.pdf))

SCHLECHTRIEN, Peter – BUTLER, Petra: *UN Law on International Sales*, Springer, Heidelberg, 2009.

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