



<b>Title</b>	<b><u>Prevention and resolution of disputes in international sales transactions</u></b>
<b>Lecturers:</b>	Dr. István ERDŐS assistant professor/Private International Law and European Economic Law E-mail: <a href="mailto:erdosistvan@ajk.elte.hu">erdosistvan@ajk.elte.hu</a>
<b>Brief description</b>	After a basic introduction to the history, principles and legal sources of international sales law, the course will focus on the United Nations Convention on Contracts for the International Sale of Goods (Vienna, 1980) (CISG), and discuss several issues concerning international sales transactions, dispute avoidance and dispute resolution. The course will focus on the practical aspects. The course materials include compulsory readings and case law materials.
<b>Schedule (the main topics covered during the classes)</b>	<ol style="list-style-type: none"><li>1. Introduction to international sales law</li><li>2. Legal sources of international sales law</li><li>3. The United Nations Convention on Contracts for the International Sale of Goods (Vienna, 1980) (CISG)</li><li>4. Dispute avoidance</li><li>5. Negotiating and drafting international sales agreements</li><li>6. Dispute resolution mechanisms</li><li>7. Litigation</li><li>8. Mediation</li><li>9. Arbitration</li></ol>
<b>Materials/Recommended readings</b>	The materials for each class will be accessible on the e-learning (Moodle) site of the course.
<b>Assessment/Exam</b>	<ul style="list-style-type: none"><li>- regular attendance (students are allowed to miss two classes per semester)</li><li>- negotiation and contract drafting exercise (20%)</li><li>- examination (80%): it will take place in a moot court format: written part (the students will have to prepare a skeleton brief) + oral part (the student will have to present their arguments in an oral hearing)</li></ul>