

Advanced course

Negotiation and Drafting of International Commercial Contracts



FIDRA

Florence
International
Dispute
Resolution
Academy

Fidra 2021 | Iniziative, corsi e seminari

FIDRA nasce dall'esperienza della **Camera di Commercio di Firenze** nella gestione della risoluzione alternativa delle controversie, ed è promossa dalla sua azienda speciale **PromoFirenze** con la **Florence International Mediation Chamber (FIMC)**, il servizio di mediazione internazionale della Camera.

Avalendosi di docenti ed esperti di elevato livello, **FIDRA** realizza percorsi formativi mirati inerenti ogni aspetto degli investimenti commerciali internazionali, dalla fase precontrattuale a quella di un eventuale contenzioso.

Advanced course

Negotiation and Drafting of International Commercial Contracts

23 Marzo > 6 Luglio 2021



Durata
43 ore



Lingua
Inglese



Modalità
Online



Costo
€950 + iva*



Posti disponibili
Max 40

REGISTRATI

<https://www.fidracademy.org/registratori/>

(* Si prevede uno sconto del 50% per le iscritte al registro delle imprese di Firenze.

Crediti formativi. E' stata approvata dalla Commissione per l'accREDITAMENTO delle attività formative dell'Ordine degli avvocati di Firenze l'attribuzione di n. 20 CF non obbligatori per i partecipanti al corso, così come previsto dalla delibera adottata in data 20/04/2020 dal CNF n. 193 sulla Formazione Continua.

Goal | To provide participants with the necessary know-how for the legal management of international corporate commercial relations, as a means for preventing and resolving disputes when operating on the global market.

Structure | The programme is structured as a master, composed of two main units ("Negotiation and Drafting of International Commercial Contracts" and "Prevention and Management of International Commercial Disputes: Mediation and Arbitration"). The teaching method combines theoretical and practical approaches with a view to enabling participants to master the general international legal institutions within which to meet their future concrete contractual needs. Participants can choose whether to attend only one unit or both. Attendance to the first unit is not a prerequisite for participation to the second.

The course "Negotiation and Drafting of International Commercial Contracts" aims to provide participants with the necessary know-how for an effective legal management of the contractual phase. In particular, topics as negotiation techniques in an intercultural

context, the main international instruments for the regulation of sales of goods and services, the choice of applicable law and dispute resolution clause will be covered.

Target | The teaching programme caters to especially, but not exclusively, in-house counsel, head of commercial and contracts departments, import/export managers, lawyers and consultants in the field of international commercial relationships, who aim to improve their skills in dealing with international partners and competitors.

23 March - from 10,00am to 12,00am CET

James Claxton

Arbitrator, Mediator, Professor of Law at Rikkyo University, Tokyo (Japan)

INTERCULTURAL ASPECTS IN NEGOTIATION

30 March - from 4:30pm to 6:30pm CET

Pietro Balbiano di Colcavagno

Senior Legal Counsel at GE AVIO S.r.l. (Turin)

THE NEGOTIATION PHASES

1 April - from 4:30pm to 6:30pm CET

Corrado Mora

Civil and Commercial Mediator. CEDR Accredited Mediator. CIArb Accredited Mediator. FCIArb (Med.). Attorney at Law, Milan

INTRODUCTION TO MAIN NEGOTIATION TECHNIQUES, OVERCOMING IMPASSES, ETC

13 April - from 4:30pm to 6:30pm CET

Luigi Capucci

Lawyer, Capucci Law Firm

PREPARATION AND THE ROLE OF PARTIES AND COUNSELS

15 April - from 4:00pm to 7:00pm CET

Maria Chiara Malaguti

President at UNIDROIT, Chair of International Law at Università del Sacro Cuore, Milano

APPLICABLE LAW: BETWEEN CONFLICT OF LAW THEORY AND LEX MERCATORIA

20 April - from 4:30pm to 6:30pm CET

Georgia Magno

General Counsel & VP Turbomachinery & Process Solutions – BakerHughes

THE PRE-CONTRACTUAL PHASE (MANAGEMENT OF PRE-CONTRACTUAL INFORMATION, CONFIDENTIALITY AGREEMENT, LETTERS OF INTENT, ETC.)

22 April - from 4:30pm to 6:30pm CET

Manon Schonewille

Business mediator and trainer at Legal Rebel & Toolkit Company, Rotterdam, The Netherlands

Commented by: Michael Leathes

Former corporate counsel, co-founder of the International Mediation Institute and author of the book "Negotiation – things corporate counsel need to know but were not taught (2017)"

WORKSHOP WITH ROLE PLAY: NEGOTIATION OF AN INTERNATIONAL CONTRACT

4 May - from 4:00pm to 7:00pm CET

Marco Torsello

Partner at ARBLIT, Milan

MAIN INTERNATIONAL INSTRUMENTS FOR THE REGULATION OF SALES OF GOODS AND SERVICES

6 May - from 4:30pm to 6:30pm CET

Pietro Balbiano di Colcavagno Senior Legal Counsel at GE AVIO S.r.l. (Turin)

FUNDAMENTAL STRUCTURE OF INTERNATIONAL CONTRACTS AND KEY CLAUSES

11 May from - 4:30pm to 6:30pm CET

Roberto Calabresi

Partner at SLCG, Florence

DIFFERENCES BETWEEN CIVIL LAW AND COMMON LAW CONTRACTS

13 May - from 4:30pm to 6:30pm CET

Maura Alessandri

Former Adjunct Professor of International Contracts, University of Bologna, Partner at Studio Legale Alessandri, Bologna, Of Counsel at LAVVIT Law Firm - Munich (Germany)

WORKSHOP: EXAMINATION AND CONSTRUCTION OF A CONTRACTUAL TEXT

18 May - from 4:30pm to 6:30pm CET

Roberto Calabresi

Partner at SLCG, Florence

OVERVIEW OF THE MAIN TYPES OF COMMERCIAL CONTRACTS (E.G. SALE, DISTRIBUTION, LICENSING, AGENCY, FRANCHISING, CONSTRUCTION, ETC.)

20 May - from 4:30pm to 6:30pm CET

Marco Argentini

PhD Candidate in International Law, University of Bologna; Qualified lawyer, Law Society of Bologna

INTRODUCTION TO CONSUMER LAW

25 May - from 4:30pm to 6:30pm CET

Alessandra Bonito Oliva Senior legal counsel presso Nuovo Pignone S.p.A.

DRAFTING TECHNIQUES: DOS AND DON'TS. DRAFTING OF GENERAL TERMS AND CONDITIONS

27 May from 4:30pm to 6:30pm CET

Alessandra Bonito Oliva Senior legal counsel presso Nuovo Pignone S.p.A.

Michele Capecchi Managing Partner at Studio Legale Capecchi, Florence

WORKSHOP: DRAFTING OF A CONTRACTUAL TEXT

8 June from 4:30pm to 6:30pm CET

MID TERM EVALUATION

10 June - from 4:30pm to 6:30pm CET

Antonello Lupo Partner at Ughi e Nunziante, Rome – Milan

INTRODUCTION TO INTERNATIONAL TAX LAW ASPECTS RELEVANT TO INTERNATIONAL CONTRACTS

15 June - from 4:30pm to 6:30pm CET

Ludovica Chiussi Curzi

Postdoctoral Fellow in Public International Law at the University of Bologna, School of Law

IMPACT OF HUMAN RIGHTS LAW ON THE VALIDITY OF CONTRACTS

17 June - from 4:30pm to 7:30pm CET

Jacopo Monaci Naldini

Lawyer admitted to Italian Bar, LL.M. University College of London, FCI Arb, Vice-Chairman CI Arb – European Branch

DISPUTE RESOLUTION CLAUSES – INTRODUCTION THE NEGOTIATION OF DISPUTE RESOLUTION CLAUSES

22 June - from 4:30pm to 6:30pm CET

Elena Zucconi Galli Fonseca

Chair of Civil Procedure and Arbitration Law at Bologna University, Lawyer in Bologna

DRAFTING TECHNIQUES: DOS AND DON'TS. EXAMINATION OF "TOXIC CLAUSES" EXAMPLES

29 June - from 4:30pm to 6:30pm CET

Michele Capecchi Managing Partner at Studio Legale Capecchi, Florence

Luis Bravo Abolafia Partner at Gamero and Bravo Abogados, Madrid

WORKSHOP: NEGOTIATION AND DRAFTING OF A DISPUTE RESOLUTION CLAUSE

6 July

FINAL ASSESSMENT



FIDRA

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c/o Camera di Commercio, Industria e Artigianato di Firenze

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FIDRA – un progetto della Camera di Commercio di Firenze,
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