

Introduction to Cross-Border Contracts



SUMMARY

The “Introduction to Cross-border Contracts” course introduces to contracts explaining model laws and legal concepts that lead to their stipulation. This 2-week long course presents different resources that can be used by SMEs in their work with contracts, as well as terms and conditions they should be aware of.

TARGET AUDIENCE AND OBJECTIVES

The course is aimed at all those who would like to explore the cross-border contracting process, understanding all the matters that may arise from them.

AT THE END OF THIS COURSE, PARTICIPANTS WILL BE ABLE TO:

- Successfully use early-on documents to navigate the preliminary contracting process;
- Enter into legally sound contractual relationships with parties in other countries;
- Use the UNIDROIT Principles and/or CISG and the International Chamber of Commerce to ensure fairness and standardization in their contracts;
- Identify situations in which important legal concepts such as force majeure will apply; and
- Use a variety of legal concepts to ensure that their rights are protected during cross-border trade.

CERTIFICATION



Participants who meet the course requirements will receive a Certificate of Achievement issued in electronic format. The certificate is verifiable through the SME Trade Academy.

COURSE STRUCTURE

- Lecture 1: Introduction to Contracts
- Lecture 2: Model Laws for Cross-Border Contracts
- Lecture 3: Legal Concepts and Terms and Conditions
- Case Study: Kenyan Coffee co. & Costa Coffee UK

REGISTRATION



Interested participants can register to this course by going to the SME Trade Academy website at:

learning.intracen.org

Once on the website, simply create a new account, input your information, and sign up to the course.

Sample course slide

What is a contract?

Treitel's On the Law of Contract defines a contract as “an agreement giving rise to obligations which are enforced or recognized by law.” Meanwhile, the American Law Restatement of Contracts defines a contract as “a promise or set of promises for the breach of which the law gives a remedy.”

In simple terms, contracts require an offer and acceptance (together referred to as “agreement”), as well as consideration (an exchange of value) to be valid. These will be introduced in more detail in the following slides.

Offer + Acceptance + Consideration = Simple Contract