

Course Description – Winter Semester 2025/2026

Title	International Sales Law & Arbitration
Faculty	Business Law
Professor	Prof. Dr. Rainer Schackmar
ECTS	2,5
Level	Bachelor
Requirements	open to all students
Add. Information	<p>Start:</p> <p>Course Assessment: Presentation</p> <p>Workload: 75 hours</p>
Content	<p>On one hand, the lecture gives an overview of the laws which are applicable to international contracts, in particular to international contracts of sale of goods. The focus is on the United Nations Convention on Contracts for the International Sale of Goods (CISG – also called: Vienna Convention) which came into force in a total of 94 states. These include most European states, the USA, Australia, Brazil and the People's Republic of China. On the other hand, the lecture describes the different rules of arbitration and their procedures in practice.</p> <p>Structure:</p> <ol style="list-style-type: none"> 1. Sphere of Application of the CISG, 2. Formation of the Sale of Goods Contracts, 3. Seller's Obligations, 4. Buyer's Obligations, 5. Breach of Contract by the Seller, 6. Breach of Contract by the Buyer, 7. Discussion of a Sample Contract 8. Opportunities for Arbitration 9. Rules of Arbitration 10. Procedure of Arbitration