



CENTER FOR
GLOBAL BEST PRACTICES
presents

ICC Model International Sales Contracts & Relevant Rules, Standards and Practices



International Chamber of Commerce
The world business organization

Best Practices Guide for Business Owners & Decision-Makers

TUESDAY, APRIL 23, 2024 * 9:00AM TO 5:00PM
EDSA SHANGRI-LA HOTEL, MANDALUYONG CITY, PHILIPPINES

The ICC Model International Sale Contract is the latest time-saving tool for traders, business people, lawyers and academics involved in important import/ export and sales transactions. Succinct and practical, they are fair and balanced for all parties by clearly presenting comprehensive sets of rights and obligations.

Providing clear directions to sellers and buyers, its introduction takes the parties step-by-step through the process - from A to Z covering general characteristics of the contract, scope of application, termination of the contract, dispute resolution and more!

This updated version takes into account recent developments in international business and trade finance. While the focus of the lecture is on the sale of manufactured goods, it can serve as an example to work on for other types of products as well. If you are involved in negotiations and sale transactions, this seminar is a must for you to attend.



Lecturer: Mr. Pavel Andrlé is a Secretary to the Banking Commission of ICC Czech Republic which he regularly represents at the ICC Banking Commission meetings abroad. He is also a Secretary of Commission on Commercial Law and Practice of ICC CR. He is author of the publications "Documentary Credits in Practice (2022)", "Commentary to UCP 500 (2004)", "Commentary to UCP 600 (2009)" and "Examination of documents under Documentary Credits (2015 Ed.)".

- > He has been deeply involved in the revision of UCP as a member of UCP 600 Consulting group. He has been closely involved in revision of URDG 758. Presently, he is a member of ICC Task Force on Guarantees, also a member of the new Global Supply Chain Finance Forum.
- > He has been involved in the revision of the Incoterms 2010 as the assistant of the drafting group member, Mr. Miroslav Subert and also in the last Incoterms 2020.
- > Mr. Pavel Andrlé is an ICC international trade and finance lecturer in Poland, Albania, Slovakia, Croatia, Ireland, Lithuania, Latvia, Bulgaria, Georgia, Greece, Turkey, Russia, Mongolia, Uzbekistan, Azerbaijan, China, Singapore, Cambodia, Philippines, Nepal, Vietnam, India, Sri Lanka, Bangladesh, Sierra Leone, Zambia, Uganda, South Africa, Nigeria, Malta, Trinidad, Dominica, etc.
- > DOCDEX Expert of ICC Centre for Expertise with ICC International Arbitration Court, ICC Paris. He is an active trainer under Global Trade Finance programme of IFC (International Finance Corporation).

Who Should Attend:

- Entrepreneurs & Decision-Makers
- Exporters and importers involved in trade with manufactured goods
- Bankers working in various fields of international trade
- Specialists in trade finance
- Trade Negotiators
- Sales Specialists
- Lawyers, Advocates, Academics

LIMITED SEATS ONLY
PRE-REGISTRATION REQUIRED

*Training investment is
₱ 12,880 or \$ 230 / person
inclusive of Meals, Resource Kit,
and Certificate of Attendance

* Fixed conversion rate of US\$1 = ₱56.00

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