



Understanding the CISG

Joseph Lookofsky

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Also sometimes referred to as the Vienna Sales Convention, the Convention on Contracts for the International Sale of Goods (CISG) regulates the rights of buyers and sellers in international sales. The Convention, which first entered into effect in 1988, is the first sales law treaty to win acceptance on a worldwide scale. The current list of Contracting States includes 11 of the G-12 Group, as well as China and Russia. CISG Contracting States account for more than two-thirds of all world trade. The importance of the CISG in the international arena is underlined by thousands of reported decisions where the CISG has been held to apply, thus evidencing the conduct of countless international traders who – by default or by express choice – regularly subject their sales contracts to the Convention. The CISG has also impacted on sales legislation at national and regional (e.g. EU) levels. The CISG treaty demands an international interpretation, and this fully updated Fourth (Worldwide) Edition draws upon the full range of secondary Convention sources, including worldwide case law and scholarly opinion. Concrete examples are provided throughout. With this book as their guide, lawyers and students who need to understand international sales contracts and sales contract disputes will confidently navigate topic areas such as the following: Freedom of contract under Article 6; Interpretation of the Convention and of CISG contracts; Sales contract formation, validity, defenses to enforcement; Liability exemptions; Obligations of the parties, including conforming delivery & notice of non-conformity; Liability and remedies for breach, including specific performance, damages, avoidance; Key reservations under Articles 92-96. Joseph Lookofsky is Professor of Law at the University of Copenhagen. In addition to his Danish law degrees, he holds a J.D. degree from the New York University School of Law. He is a Member of the New York State Bar and former in-house counsel for United Artists Corporation.

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