International Business
Transactions
Contents

Preface and Acknowledgments xix

Part One | The General Framework for International Business Transactions 3
Section 1. Definition of IBT and Scope of the Book 3
Section 2. The History and Motors of International Commerce 8

The Argument for Robust Competition Supervision in Developing and Transition Economies, Frank Emmert 14
Chart 1-1: Structure of a Competitive Market 20
Chart 1-2: Structure of an Oligopolistic Market 22
Chart 1-3: Structure of a Cartellistic Market 23
Chart 1-4: Structure of a Monopolistic Market 23
Notes and Questions 24

Section 3. The Legal Framework for IBTs—A To-Do List 26
Section 4. Different Levels of Legal Rules Governing IBTs 32
A. International Law—Its Scope and Applicability 32
   Chart 1-5: The Monist State 34
   Chart 1-6: The Dualist State 34
B. Public International Trade Law versus Private International Business Law 38
C. Private International Law 40
D. National Law 45
E. Subnational Law 47
F. Model Laws and Private Codes 48
G. Private Contracts 50
H. How to Resolve Conflicts and Gaps in the Rules Governing IBTs 51
   Chart 1-7: Hierarchy of Norms 52

Section 5. Putting It All Together: How to Analyze a Case in an Exam and in Practice 53
   Checklist 1-1: 8 Steps to a Winning Brief 53
   Explanations 53
Step 1: Gathering and Understanding the Facts of the Case 53
Step 3: Finding All Applicable Rules for the Case 62
Step 4: Identifying the Claim Bases 64
Step 5: Isolating the Conditions for a Claim to Have Arisen, Not to Be Extinguished, and to Be Enforceable 65
Step 6: Presenting a Persuasive Argument (1) — the Road Map 65
Step 7: Presenting a Persuasive Argument (2) — Subsumption of the Facts under the Law and the Four Levels of Analysis 66
Step 8: Presenting a Persuasive Argument (3) — Conclusions 69
Checklist 1-2: Bryan Garner’s “10 Tips for Better Legal Writing” 69

Part Two | The Documentary Sale 1 of 4: Sales Contracts 71
Section 1. The Documentary Sale — An Overview 71
Chart 2-1: The Documentary Sale 74
Section 2. Common Pre-Contractual Documents: Pro-Forma Invoice, Purchase Order and Nondisclosure Agreement 77
Sample Doc 2-1: Pro-Forma Invoice 80
Sample Doc 2-2: Purchase Order 83
Sample Doc 2-3: Unilateral Nondisclosure or Confidentiality Agreement 91
Notes and Questions 94
Section 3. Pre-Contractual Obligations and Pre-Contractual Liability 95
Case 2-1: Fonderie Officine Meccaniche Tacconi v. Heinrich Wagner Sinto Maschinenfabrik (HWS) 97
Notes and Questions 104
Section 4. The Contract for the Sale of Goods 108
B. Planning for Disputes — Choice of Law and Choice of Forum 113
1. The Family Trees of National Legal Systems Around the World 114
2. Choosing the Best Law for an IBT
   The Draft Common Frame of Reference (DCFR) — the Most Interesting Development in Contract Law since the Code Civil and the BGB, Frank Emmert 132
3. How Do Choice of Law and Choice of Forum Have to Be Made to Be Valid and Enforceable? 145
5. The Problem of “Renvoi” 148
6. Practical Examples
   Case 2-2: Easom Automation Systems v. Thyssenkrupp Fabco, Corp. 150
   Notes and Questions 154
   Case 2-3: Asante Technologies, Inc. v. PMC-Sierra, Inc. 155
   Notes and Questions 164
CONTENTS

Case 2-4: Barbara Berry v. Ken M. Spooner Farms 165
Notes and Questions 169

7. Summary: What to Do and What Not to Do about Choice of Law and Choice of Forum 170

Section 5. Contract Formation, Validity, and Interpretation 171
A. Introduction 171
   Checklist 2-1: Legal Classification of Verbal Communication and Nonverbal Acts Related to Formation and Interpretation of Contracts 172
B. Contract Formation and Interpretation Under the CISG 185
   1. Applicability of the CISG 185
      a. Applicability by Party Agreement 185
      b. Applicability of the CISG Pursuant to Article 1 of the CISG 185
      c. Applicability of the CISG by Party Disagreement? 187
   2. Substantive Coverage of the CISG 188
      a. Substantive Coverage of the CISG 188
      b. Selecting a Backup Legal System 189
      c. Filling Gaps in the CISG 190
   3. Application of the CISG in Practice 192
      Checklist 2-2: Provisions on Contract Formation and Interpretation in the CISG 192
      Case 2-5: Solae v. Hershey Canada 193
      Notes and Questions 199
      Case 2-6: Magellan International Corporation v. Salzgitter Handel GmbH 200
      Notes and Questions 208
      Case 2-7: Hanwha Corporation v. Cedar Petrochemicals, Inc. 210
      Notes and Questions 216
      Case 2-8: R J & A M Smallmon v. Transport Sales Ltd and Grant Alan Miller 220
      Notes and Questions 228
C. Contract Formation and Interpretation Under the Uniform Commercial Code (UCC) and the Restatement (Second) of Contracts 228
   Checklist 2-3: Provisions on Contract Formation and Interpretation in the UCC 229
   Case 2-9: Northrop Corporation v. Litronic Industries 230
   Notes and Questions 237
D. The Provisions in UNIDROIT Principles and CFR Regarding Contract Formation and Interpretation 237
   Checklist 2-4: Provisions on Contract Formation and Interpretation in Unidroit Principles and CFR 238
Section 6. INCOTERMS 2020®

A. Introduction

1. EXW (Ex Works)
2. FCA (Free Carrier)
   Chart 2-2: The Delivery Chain
3. FAS (Free Alongside Ship)*
4. FOB (Free on Board)*
5. CIF (Cost, Insurance, and Freight)*
6. CFR (Cost and Freight)*
7. CIP (Carriage and Insurance Paid to)
8. CPT (Carriage Paid to)
9. DAP (Delivered at Place)
10. DPU (Delivered at Place Unloaded)
11. DDP (Delivered Duty Paid)
   Chart 2-3: Distribution of Tasks, Risk, and Cost

B. How to Determine the INCOTERM® to Be Used

C. Practical Examples from Case Law
   Notes and Questions

Section 7. Performance Requirements and Remedies for Nonperformance

A. Contracts Subject to the CISG
   Checklist 2-5: Claim Bases in the CISG
   Case 2-11: U.S. Nonwovens v. Pack Line Corp. and Nuspark Engineering
   Notes and Questions
   Case 2-12: 2P Commercial Agency v. Len Familant
   Notes and Questions
   Case 2-13: Barbara Berry v. Ken M. Spooner Farms
   Notes and Questions
   Case 2-14: Treibacher Industrie v. Allegheny Tech and TDY Industries
   Notes and Questions
   Case 2-15: Macromex Srl. v. Globex International Inc.
   Notes and Questions

B. Contracts Subject to the UCC or the Restatement (Second) of Contracts
   Checklist 2-6: Claim Bases in UCC and Restatement
   Case 2-16: Practical Products Corporation v. Paul W. Brightmire
   Notes and Questions
CONTENTS

Case 2-17: D.P. Technology Corp. v. Sherwood Tool 303
Notes and Questions 307
Case 2-18: Carbontek Trading v. Phibro Energy 308
Notes and Questions 315

C. Claim Bases in UNIDROIT Principles and Common Frame of Reference 316
Checklist 2-7: Claim Bases in the PICC and CFR 316

D. Practical Exercises 317
1. Overview and Checklists 317
   Chart 2-4: Comparison Table UCC — R2C — UK Sales Act — CFR — PICC — CISG 318
   Checklist 2-8: Step-by-Step Analysis for Contractual Claims of the Buyer 319
   Checklist 2-9: Step-by-Step Analysis for Contractual Claims of the Seller 321
2. Hypotheticals for the Comparison of CISG and UCC Rights and Obligations 322
3. Practical Exercises for INCOTERMS 2020® 330

Section 8. Drafting an Actual Contract of Sale 331
   Sample Doc 2-4: International Sales Contract for Manufactured Goods 332
   Notes and Questions 353

Section 9. Specifics of Electronic Contracts and Documents 354
   A. The Evolving Rules for Electronic Documents and Signatures in the U.S. 357
      1. The Uniform Computer Information Transaction Act of 2001 (UCITA) 358
      2. The Uniform Electronic Transaction Act of 1999 (UETA) 359
      3. The Electronic Signatures in Global and National Commerce Act of 2000 (E-SIGN) 361
      4. Choice of Law Clauses in Electronic Contracts 362
      5. Dispute Resolution 363
   B. The International Legal Framework for Electronic Contracts 365
   C. European Union Law 375
   D. Case Law Examples for E-Commerce Disputes 380
      Case 2-19: Robert Naldi v. Michael Grunberg and Grunberg 55 LLC 380
      Notes and Questions 387
      Case 2-20: Alliance Laundry Systems, LLC v. ThyssenKrupp Materials, NA 388
      Notes and Questions 396
Case 2-21: *Khoury v. Tomlinson*  
*Notes and Questions*  
403

Case 2-22: *IO Moonwalkers, Inc. v. Banc of America Merchant Services, LLC*  
*Notes and Questions*  
407

**Part Three | The Documentary Sale 2 of 4: Payment and Financing Contracts**  
409

Section 1. Different Options for IBT Financing and the Basic Terminology  
*Chart 3-1: Payment and Financing Options for IBTs*  
412

Section 2. Cash in Advance  
A. Introduction  
418
B. Credit Options for the Buyer  
421
C. Transfer of Funds from Buyer in Country A to Seller in Country B  
*Chart 3-2: Structure of an International Wire Transfer Between Banks Without Direct Business Relations*  
425
*Notes and Questions*  
428

Section 3. Letters of Credit, Confirmed and Unconfirmed  
A. Introduction  
428
B. The Governing Law for Letters of Credit, in Particular the UCP 600  
*Notes and Questions*  
434
C. Detailed Analysis of a Typical Commercial Letter of Credit  
*Sample Doc 3-1: Commercial Letter of Credit*  
436
D. Checklist for the Seller/Beneficiary for Reviewing a Draft L/C  
*Checklist 3-1: Ten Points for Reviewing a (Draft) Letter of Credit*  
446
*Notes and Questions*  
449
E. Electronic Letters of Credit  
449
F. Practical Examples from Case Law  
*Case 3-1: Bulgrains & Co Limited v. Shinhan Bank*  
*Notes and Questions*  
450
*Case 3-2: Fortis Bank and Stemcor UK v. Indian Overseas Bank*  
*Notes and Questions*  
455
*Case 3-3: Banco Santander SA v. Banque Paribas, Bayfern et al.*  
*Notes and Questions*  
471
G. Hypotheticals for L/C Transactions  
484

Section 4. Standby Letters of Credit  
*Notes and Questions*  
487

Section 5. Bank Guarantees  
*Sample Doc 3-2: Application for Bank Guarantee*  
490
*Sample Doc 3-3: Bank Guarantee Letter*  
495
*Sample Doc 3-4: Bank Guarantee in MT 760 SWIFT Format*  
496
CONTENTS

Case 3-4: Kristabel Developments v. Credit Guarantee Insurance Corp. of Africa 498
Notes and Questions 501
Case 3-5: Cargill International SA v. Bangladesh Sugar and Food Industries Corporation 502
Notes and Questions 510
Case 3-6: American Express Bank Ltd. v. Banco Español De Crédito, S.A. 511
Notes and Questions 519

Section 6. Documentary Collection
Chart 3-3: Documentary Credit vs. Documentary Collection 521
Notes and Questions 523
Case 3-7: Amardeep Garments Indus. PVT. v. Cathay Bank 523
Notes and Questions 531

Section 7. Payment on Open Account and Cash After Delivery
A. Credit Options for the Seller 534
B. Transfer of Funds from Buyer in Country B to Seller in Country S 535
Notes and Questions 535

Section 8. Consignment Sale 536

Section 9. Satisfaction of Payment Obligations by Other Means
A. Set-Off and Netting 537
B. Novation 538
C. Release 538

Part Four | The Documentary Sale 3 of 4: Shipping Contracts 541
Section 1. The Past, Present, and Future of Shipping — From Adventurers to Hyper-Efficient Integrated Logistics Providers 541
A. The Efficiency Revolution in International Business Transactions 541
B. The Sheer Volume of Trade and the Corresponding Number of Transactions 543
Chart 4-1: The Top 20 Container Ports in the World 544
Chart 4-2: Average Container Freight Rates 545
C. The Future of International Shipping 546

Section 2. The Law Governing the International Carriage of Goods 549
A. Sources of Maritime Law 549
B. The Evolution of the Law Governing Bills of Lading from The Hague to Rotterdam 550

Section 3. Understanding a Bill of Lading for Maritime Shipping 553
A. The Triple Nature of a Bill of Lading: Contract of Carriage, Receipt for the Goods, and Document of Title 553
B. Non-Maritime Transport 556
C. A Closer Look at a Bill of Lading
   Sample Doc 4-1: Marine Bill of Lading
   Notes and Questions
   557
D. Charterparties
   562
E. Practical Examples of the Rights and Obligations of Shipper
   and Carrier
   Case 4-1: Sea-Land Service Inc. v. Lozen International LLC
   Notes and Questions
   563
   Case 4-2: Insurance Co. of North America v. M/V Ocean Lynx
   Notes and Questions
   569
   Case 4-3: Monica Textile Co. v. S.S. Tana et al.
   Notes and Questions
   575
   Case 4-4: The ‘ARAWA’
   Notes and Questions
   584
Section 4. Specifics of Air, Road and Rail Transport
   A. Air Transport
      588
   B. Road and Rail Transport
      590
   C. Multimodal Transport
      Case 4-5: Norfolk Southern Railway Co. v. James N. Kirby, Pty Ltd.
      Notes and Questions
      593
      603
Part Five | The Documentary Sale 4 of 4: Insurance Contracts
   605
Section 1. The Origins and History of Cargo Insurance
   Case 5-1: Roby v. Corporation of Lloyd’s of London
   Notes and Questions
   607
   Notes and Questions
   618
   Case 5-3: St. Paul Ins. Co. v. Great Lakes Turnings, Ltd.
   Notes and Questions
   622
Section 2. The Law Governing Marine Cargo Insurance
   A. Statutory and Industry Rules
      629
   B. The Cargo Insurance Contract
      Sample Doc 5-1: Application for Open Cover Policy
      633
   637
Section 3. The Practice of (Marine) Insurance Law
   Case 5-4: Sealink v. Frenkel
   Notes and Questions
   637
   Case 5-5: Ingersoll Mill. Mach. Co. v. M/V Bodena
   Notes and Questions
   647
   Case 5-6: Plymouth Rubber Co. v. Insurance Company of
   North America, Inc.
   Notes and Questions
   667
   Case 5-7: Coast to Coast Seafood v. Assurances Generales de France
   Notes and Questions
   672
Notes and Questions 677
Case 5-8: Agapitos v. Agnew 679
Notes and Questions 689

Part Six | Dispute Settlement 691
Section 1. The International Dimension and the Consequences for Dispute Settlement 694
Section 2. International Commercial Litigation 697
A. International Jurisdiction of National Courts 699
   1. Basic Rules on Jurisdiction or Venue 699
   2. Special Jurisdictions 703
      Case 6-1: Handelskwekerij G.J. Bier BV v. Mines de Potasse d’Alsace SA 703
      Notes and Questions 705
   3. Exclusive Jurisdictions 706
   4. Exorbitant Jurisdictions 706
   5. Different National Rules on Jurisdiction or Venue and the Attractiveness of a Particular Forum 707
      Canada 708
      Z. I. Pompey v. ECU Line 708
      China 712
      European Union 713
      France 717
      Germany 717
      Hague Convention on Choice of Court Agreements (2005) 717
      Italy 718
      Mexico 718
      Switzerland 719
      United Arab Emirates (UAE), Saudi Arabia, and Gulf Cooperation Council (GCC) 720
      United Kingdom 721
      United States 721
      Chart 6-1: Party Interests in International (Commercial) Litigation 725
   6. Forum Non Conveniens 727
      Case 6-2: Piper Aircraft Co. v. Reyno 727
      Notes and Questions 741
      Zippo Mfg. v. Zippo Dot Com 742
      Owuso v. Jackson 744
      Filártiga v. Peña-Irala 746
   7. Serving a Claim in a Foreign Jurisdiction 750
      Volkswagenwerk Aktiengesellschaft v. Schlunk 755
8. Choice of Forum Clauses and Submission to the Jurisdiction of a Particular Forum 759
   *The Bremen v. Zapata Off-Shore Company* 763
9. What to Do About Proceedings in the Wrong Forum? 767
   **Case 6-3:** Erich Gasser GmbH v. Misat Srl 770
   **Notes and Questions** 773
   **Case 6-4:** Allianz SpA and Assicurazioni Generali SpA v. West Tankers Inc. 775
   **Notes and Questions** 780
   *Gazprom v. Lietuvos Respublika* 781
   *Union Discount v. Zoller & Ors* 782
   **Notes and Questions** 786
   **Checklist 6-1:** How to Determine the Forum (State) — Which Courts Have Jurisdiction Over a Dispute Resulting from an IBT? 787

**B. Procedural Issues in Transnational Litigation** 787
1. Legal Representation in a Foreign Jurisdiction 787
2. Injunctions and Other Forms of Interim or Interlocutory Relief 793
   **Case 6-5:** Derby et al. v. Weldon et al. (No. 1) 796
   **Case 6-6:** Babanaft International v. Bahaedine Bassatne and Walid Mohamed Bassatne 798
   **Notes and Questions** 806
   *Grupo Mexicano v. Alliance Bond Fund* 807
3. Evidence 816
   **Case 6-7:** Société Nationale Industrielle Aérospatiale v. United States District Court 820
   **Notes and Questions** 826

**C. Recognition and Enforcement of Foreign Judgments** 827
1. Introduction 827
2. Enforcement of Foreign Judgments in the U.S. 830
   **Case 6-8:** Hilton v. Guyot 834
   **Notes and Questions** 847
   *KIC Suzhou v. Xia Xuguo* 847
   *Hubei v. Robinson* 848
3. Enforcement of U.S. Judgments Abroad 851
   China 851
   Canada 852
   *Beals v. Saldanha* 852
   Mexico 857
   European Union 859
Section 3. Introduction to Alternative Dispute Resolution (ADR) 860
   A. What Is ADR? 860
   B. When and Why to Opt for ADR 864

Section 4. Negotiations After a Dispute Has Arisen 866
   Chart 6-2: Scenarios for Negotiations 867
   Chart 6-3: Stages of Negotiations 869

Section 5. Moving from Negotiation to Mediation of IBT Disputes 870
   Notes and Questions 878

Section 6. International Commercial Arbitration 879
   A. Introduction 879
      Notes and Questions 896
      Chart 6-4: Pros and Cons of Arbitration vs. Litigation 898
   B. 21-Step Guide to International Commercial Arbitration 900
      1. Existence of an Arbitrable Dispute 900
         Case 6-10: Mitsubishi Motors Corporation v. Soler Chrysler-Plymouth, Inc. 900
         Notes and Questions 908
      2. The Documents and Rules that Govern International Commercial Arbitration 912
         Chart 6-5: The Rules Governing International Arbitration Procedures 913
         1 Article II of the New York Convention 915
         2 Procedural Rules 916
            i. Mandatory Rules of Public Policy or Ordre Public 916
            ii. Individually Negotiated Rules Agreed Between the Parties 917
            iii. Procedural Rules Explicitly Selected by the Parties 917
            iv. Procedural Rules Implicitly Selected by the Parties 918
            v. Arbitration Rules Applicable by Default at the Seat of the Arbitration 919
      3 National Civil Procedure Law 919
      4 The Substantive Law Governing the IBT 922
      5 The Rules Governing the Recognition and Enforcement of the Arbitral Award 922
      Hypothetical 6-1: Determination of the Applicable Law 923
      Case 6-11: Ust-Kamenogorsk Hydropower Plant JSC v. AES Ust-Kamenogorsk Hydropower Plant LLP 924
      Notes and Questions 940
3. The Specific Situation in the U.S. — the Applicable Law for International Commercial Arbitration 941
   Restating the U.S. Law of International Commercial Arbitration, George Bermann, Jack J. Coe, Jr., Christopher R. Drahozal, and Catherine A. Rogers 942

4. Important Providers of (International) Arbitration Services 944
   Chart 6-6: Some Guidelines for the Choice of Arbitration Format 944

5. The Agreement to Arbitrate 948
   Checklist 6-2: Frank Emmert Rules on How to Draft a Bullet-Proof Arbitration Clause: The “10½ Commandments” for a Successful Start of the Arbitration Proceedings 951
   Notes and Questions 952

6. Initiation of Arbitration Proceedings 960
   Sample Doc 6-1: Demand for Ad Hoc Arbitration 963
   Sample Doc 6-2: Response to Demand for Ad Hoc Arbitration 965

7. Establishment of the Arbitration Tribunal 966
   Sample Doc 6-3: Statement of Claim 973
   Sample Doc 6-4: Statement of Response 974

8. Statement of Claim and Statement of Response 972
   Sample Doc 6-3: Statement of Claim 973
   Sample Doc 6-4: Statement of Response 974

9. Emergency and Interim Measures of Protection 976

10. Preliminary Conference or Case Management Conference 979

11. The Terms of Reference/Submission Agreement/Agreement to Arbitrate: Determining the Powers and Procedures of the Arbitration Tribunal 980
   Chart 6-7: Powers and Responsibilities of the Arbitration Tribunal 981
   Checklist 6-3: Terms of Reference/Submission Agreement/Agreement to Arbitrate 981

12. Exchange of Updated Briefs 986

13. Procedural Decisions of an Arbitration Tribunal 986

14. Challenging an Arbitrator 987

15. Evidence 989
   Chart 6-8: Sample Redfern Schedule for Document Production 993

16. The Main Hearing 996

17. Post-Hearing Briefs? 998

18. The Award by the Tribunal 998
   Sample Doc 6-5: Elements of a Final Award 1001

19. Challenges to an Award 1002
   Case 6-12: Hall Street Associates, LLC. v. Mattel, Inc. 1003
   Notes and Questions 1010
   Mostaza Claro 1011
20. Recognition and Enforcement of the Award

Case 6-13: Chevron Corporation and Texaco Petroleum Co. v. Republic of Ecuador
Notes and Questions

Case 6-14: Chromalloy Aeroservices v. Arab Republic of Egypt
Notes and Questions

21. Cost and Duration of Arbitration Proceedings

Chart 6-9: Average Cost and Duration of Proceedings in Certain Regional Arbitration Centers
Chart 6-10: Comparison of Administrative Fees and Arbitrator Honoraria in Certain Arbitration Centers

Section 7. Online Dispute Resolution (ODR)

Annex | Useful Resources, Tables, Index, and Glossary

Section 1. Useful Resources Available Online

Section 2. Table of International Conventions, International Agreements, and National Statutory Materials
A. United States Statutory Materials
B. International Conventions and Agreements
C. European Union Statutory Materials
D. National Statutory Materials of Countries Around the World

Section 3. Table of Cases
A. United States Courts
B. International and Foreign Court Decisions
  1. World Trade Organization Dispute Settlement Body
     Tuna Dolphin Dispute
  2. Court of Justice of the European Union
  3. Canada
  4. China
  5. Germany
  6. New Zealand
  7. Singapore
  8. South Africa
  9. Sweden
 10. United Kingdom
C. Arbitral Awards

Section 4. Index and Glossary of International Trade and Business Terminology
Preface and Acknowledgments

This book is the culmination of several years of work and incorporates more than 25 years of experience in teaching, consulting and arbitration. To justify the expenditure of time and resources, and the trees that will die for this book, I have made great efforts at distinguishing the work from those already on the market. Every part of the book is written from the perspective of a practitioner and for the benefit of future practitioners. As a lawyer, in-house counsel, consultant or arbitrator, you don’t need theories and you don’t need to know about every case that discussed a particular theory or solution or even the latest case to do so. What you need are hands-on tools, model contracts with explanations, checklists, and practical tips, for example how to find high quality yet affordable legal counsel in a foreign country. To this end, in addition to instructive cases, the book includes 26 charts, 15 checklists, and 15 model contracts and other documents, all with step-by-step explanations. Most of this material is my own and not available anywhere else. Even the index at the end is conceived as a glossary, essentially a mini-dictionary of international business law, finance, shipping and insurance terms, and almost 100 pages long.

The Text, Cases and Materials are accompanied by two volumes of documents. Volume I on Transactional Documents covers Parts One to Five and contains the most important international conventions, treaties, codes, and some national statutes like the UCC, for contracts of sale, payment and financing contracts, shipping contracts, and insurance contracts (ISBN 978-1-950137-99-2, ca. 810 pp.). Volume II on Dispute Settlement Documents covers Part Six with the most important documents on transnational litigation, as well as international commercial mediation and arbitration (ISBN 978-1-950137-01-5, ca. 570 pp.). As a package, the books are intended for advanced JD and LL.M. students but equally for younger practitioners, to be kept close at hand for frequent consultation. As your tools of trade, they will become better and more valuable with use and age.

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FE