

University of Macau  
Master IBL, Commercial Contracts – Part I  
Dr Gui Conde e Silva, Assistant Professor  
Course Outline

**Topic 1. Export Sales Agreements**

Required Reading:

Schmitthoff, *Export Trade: The Law and Practice of International Trade*, 11<sup>th</sup> Ed., Sweet & Maxwell 2007

ICC Incoterms 2000 and ICC Guide to Incoterms, ICC Publication 620, 1999 Ed.

Facultative Reading:

Jason Chuah, *Law of International Trade*, 3<sup>rd</sup> Ed., Sweet & Maxwell 2005

**Topic 2. Finance of International Trade**

Required Reading:

Schmitthoff, *Export Trade: The Law and Practice of International Trade*, 11<sup>th</sup> Ed., Sweet & Maxwell 2007

UCP 600, ICC Document N. 600

Commentary on UCP 600, ICC Publishing 2007

Facultative Reading:

Jason Chuah, *Law of International Trade*, 3<sup>rd</sup> Ed., Sweet & Maxwell 2005

**Topic 3: Carriage of Goods**

Required Reading:

Schmitthoff, *Export Trade: The Law and Practice of International Trade*, 11<sup>th</sup> Ed., Sweet & Maxwell 2007

Facultative Reading:

John Wilson, *Carriage of Goods by Sea*, 6<sup>th</sup> Ed., Pearson Longman 2008

#### **Topic 4: The U.N. Convention for the International Sale of Goods (CISG)**

Required Reading:

John O. Honnold, Uniform Law for International Sales under the 1980 United Nations Convention, 3<sup>rd</sup> Ed., Kluwer Law International 1999

Facultative Reading:

Peter Schlechtriem, Commentary on the U.N. Convention on the International Sale of Goods, 2<sup>nd</sup> Ed. Oxford University Press 1998

#### **Topic 5: Marketing arrangements in international trade**

Required Reading:

Schmitthoff, Export Trade: The Law and Practice of International Trade, 11<sup>th</sup> Ed., Sweet & Maxwell 2007