

PROGRAM

INTERNATIONAL CONFERENCE

THE INCOTERMS AND INTERNATIONAL COMMERCIAL CONTRACTS: NEW TRENDS 2010

April 09, 2010

Moscow, Marriott Royal Aurora, Petrovka, 11/20

**9:00 – 9:30
9:30 – 9:45**

**REGISTRATION. COFFEE.
OPENING REMARKS.**

Tatiana Monaghan, General Secretary of ICC Russia

Emmanuel Jolivet, General Counsel at the International Court of Arbitration of the ICC, Paris, Associate Professor at the University of Versailles

9:45 – 10:45

SESSION I

**AN INTERNATIONAL CONTRACT DRAFTING: MODERN ICC
RECOMMENDATIONS AND TOOLS**

Chair: Ercüment Erdem, Professor at Galatasaray University, Partner Erdem & Erdem, Istanbul (Turkey)

Fabio Bortolotti, Professor at the University of Turin, Partner at Studi Legali Associati Buffa, Bortolotti & Mathis, Turin (Italy)

ICC Model Contracts:

- ICC Model Commercial Agency Contract
- ICC Model Occasional Intermediary Contract
- ICC Model International Franchising Contract
- ICC Model International Sale Contract
- Distributorship Contract

Nina Vilkova, Member of the International Court of Arbitration of the ICC, Member of the ICC Commission on Arbitration, Professor at the Russian Academy of Foreign Trade, Moscow

Force-Majeure, Hardship and Confidentiality clauses in ICC documents and practice of the International Arbitration Court of the ICC

QUESTIONS AND ANSWERS

10:45 - 11:00

COFFEE BREAK

11:00 - 12:30

SESSION I CONTINUATION

Chair: Emmanuel Jolivet, General Counsel, International Court of Arbitration of the ICC, Paris, Associate Professor at the University of Versailles

Ercüment Erdem, Professor at Galatasaray University, Partner Erdem & Erdem, Istanbul (Turkey)

Role of the Incoterms ® in International Commerce and Incoterms ® 2010.

N.V. Fedorova, Director of documentary business and currency control department of VTB Bank, Member of ICC Banking Commission, Moscow

International bank guarantee as an ensuring instrument of contract obligations fulfillment. New 2010 ICC Unformed Rules for Demand Guarantees (URDG 758). Practical issues of a bank guarantee usage in commercial contract's related disputes.

Elena Molodtsova, Legal counsel at RUSAL Global management, Doctor of Law, Moscow

Particularities of application of ICC documents and recommendations in business practices by the example of INCOTERNS 2000.

QUESTIONS AND ANSWERS

12:30 - 13:30

LUNCH BREAK

13:30 - 15:30

SESSION II

**INTERNATIONAL COMMERCIAL DISPUTES RESOLUTION.
INTERNATIONAL ARBITRATION.**

Chair: Nina Vilкова, Member of the International Court of Arbitration of the ICC, Member of the ICC Commission on Arbitration, Professor at the Russian Academy of Foreign Trade, Moscow

Mikhail Rozenberg, Member of the Presidium ICAC of CCI of the Russian Federation, professor of the Academy of foreign trade, advisory council of Commercial court in the Russian Federation, Moscow

UN Convention on Contracts for the International Sale of Goods in the practice of the International Commercial Arbitration Court of the Chamber of Trade and Industry of the Russian Federation

Maxim Kulkov, Partner, Dispute resolution Practice, Goltsblat BLP

International sale contracts in the practice of Russian courts: issues of jurisdiction and applicable law

Elena Trusova, Head of Group, Dispute Resolution Practice, Goltsblat BLP

Specifics of arbitration of related contracts disputes

Elena Legashova, Egorov Puginsky Afanasiev & Partners , Saint-Petersburg

Problems of the protection of foreign supplier rights in the absence of an international commercial contract, composed as a single document.

15:30 – 15:45

COFFEE BREAK

15:45 – 17:45

SESSION II CONTINUATION

Chair: Fabio Bortolotti, Professor at the University of Turin, Partner at Studi Legali Associati Buffa, Bortolotti & Mathis, Turin (Italy)

Galina Zukova, Head of the Central and Eastern Europe case management team of the Secretariat of the International Court of Arbitration of the ICC, Paris, Associate Professor at the Riga Graduate School of Law

The International Court of Arbitration of the ICC: types of claims emerging

Emmanuel Jolivet, General Counsel, International Court of Arbitration of the ICC, Paris, Associate Professor at the University of Versailles

Model instruments in ICC Arbitration: The INCOTERMS, UNIDROIT principles, CISG, ICC Model contracts

Alexander Muranov, Managing partner of Muranov, Chernyakov and Partners Law Firm, arbitrator ICAC of the CCI of the Russian Federation, associated professor MGIMO, Professor of the Department of Private International Law, the Russian School of Private Law

Effective representation at an international commercial arbitration from the point of view of a practicing arbitrator

QUESTIONS AND ANSWERS

17:45 - 18:00

CONCLUDING REMARKS