

*Course syllabus*  
**International Sale of Goods: the CISG and the INCOTERMS**

**Title of course in Hungarian:** Az áruk nemzetközi adásvétele: a Bécsi Vételi Egyezmény és az INCOTERMS

**Language of instruction:** English

**Department:** Department of European Law and International Private Law

**Type of course:** obligatory/elective

**Level of programme:** MA (LLM)

**Number of lessons per week:** 2 hours/week

**Semester:** I.

**Credit point value:** 3

**Code of course:**

**Prior course(s) required:** none

**Course supervisor:** dr. István János Molnár, associate professor

**Lecturer(s):** dr. István János Molnár, associate professor

**Course description, purpose of the course:**

The purpose of the course is to provide the students with the knowledge of how to identify a international sale contract and to distinguish such international sale contract from a domestic sale contract of their own law on the basis of its characteristics. The course makes possible for the students to get to know the practice of international sale contracts and to handle the different databases.

**Course outline, description of acquired knowledge, skills and competences:**

This course deals with the two basic legal source of the international sale contracts, the Vienna Convention on the international sales of goods (CISG – 1980) and the International Commercial Terms (INCOTERMS) of the International Chamber of Commerce and discusses the provisions of the same, their practice in the arbitration courts and the results of the legal sciences.

The course includes:

1. Differences between the regulation of domestic sale contracts from international sale contracts. International conventions before the CISG.
2. Drafting of the CISG, role of the UNCITRAL in the process. Status of the CISG. Sources relating to the CISG. Relating case law.
3. Structure of the CISG. Scope of application.
4. General provisions.
5. Conclusion of the contract.
6. Obligations of the seller.
7. Obligations of the buyer.
8. Common rules relating to the obligations of the parties.
9. Fundamental breach of contract and other general provisions.
10. Legal consequences and closing provisions.

11. The INCOTERMS as a legal source. Different versions of the INCOTERMS.
12. Subject of the INCOTERMS and the regulated questions. Connection between the CISG and the INCOTERMS.
13. The INCOTERMS clauses and their practice. Methods of insertion of the INCOTERMS clauses into the contract.
14. Case law of the CISG and the INCOTERMS.

**Interim course requirement(s):** presence on the course and preparation of different short papers for common discussion.

**Type of evaluation:** exam evaluation/course performance evaluation

**Method of evaluation:** written and oral

**Obligatory course materials:**

The CISG

INCOTERMS 2010

**Recommended additional sources:**

The UN Convention on Contracts for the International Sale of Goods: Theory and Practice by Clayton P. Gillette (Author)

The United Nations Convention on Contracts for the International Sale of Goods: Article by Article Commentary by Loukas Mistelis (Author, Editor), Maria Del Pilar Perales Viscacillas (Editor), Stefan Kroll (Editor)