Negotiating and Drafting International Commercial Contracts

9 February 2017
Tehran
IRAN

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Introduction

After partial lifting of sanctions in January 2016 Iran’s capital Tehran has been a frequent destination for business travellers from all over the world. Thanks to its prominent geographical situation between Europe and East Asia, its rich natural resources and the highly skilled work force Iran is considered to be one of the next emerging markets having impact on the global economy. Iran’s return to the global trade community will boost international trade with and investment in the country.

Given the recent developments, Tehran seems to be the adequate place to host the AIJA seminar “Negotiating and Drafting International Contracts” which will take place at 9th of February 2017. The seminar is designed to give practical guidance in managing international commercial contracts and will, amongst others, deal with best practice rules for the conduct of negotiations, do’s and don’ts and typical clauses including dispute resolution mechanisms.

The seminar will be held by highly qualified lawyers with a strong international background. It is directed to lawyers as well as in-house counsels and contract executives of international companies.

We therefore cordially invite you to join us in Tehran. It will be the perfect place to get to know our fellow lawyers from Iran and vice versa and to build up a network for future upcoming business opportunities.

Attending this event will grant you CLE/CPD credits in most jurisdictions.
Program

Thursday 9 February 2017

9.15 Welcome & Introduction to the seminar
Amir Hosseinabadi, Tehran, Iran, President of the Iran Central Bar Association
Reza Motamedi, Tehran, Iran, Chair of the International Section of the Iran Central Bar Association
Wiebe de Vries, BloomTax B.V., Amsterdam, The Netherlands, Vice-President of AIJA

9.30 Business contact, memorandum of understanding, final agreement – best practice rules for the conduct of negotiations
MODERATOR: Encyeh Seyed Sadr, Iran Central Bar Association, Tehran, Iran
PANELISTS: Reza Yazdi, Iran Central Bar Association, Tehran, Iran
Prosha Dehghani, Archipel Law, Paris, France

10.30 Coffee Break

11.00 Limitation of liability, force majeure, penalties, choice of law etc. – typical clauses in international commercial contracts
MODERATOR: Babak Tabeshian, Roth & Kollegen, Munich, Germany
PANELISTS: Manuel Moling, Moling and Agstner, Bolzano, Italy
Manoosh Manoochehri, Iran Central Bar Association, Tehran, Iran

12.00 Lunch

13.00 Joint ventures, distributorship and the like – common forms of international commercial contracts
MODERATOR: Shokooh Hosseinabadi, Iran Central Bar Association, Tehran, Iran
PANELISTS: Noban Fashandi, Iran Central Bar Association, Tehran, Iran
Aline von Düring, M/Advocates of LAW, Deira, United Arab Emirates

14.00 Coffee Break

14.30 Dos and Don’ts in international dispute resolution
MODERATOR: Justus Jansen, Head of Dispute Resolution GSK Stockmann, Hamburg, Germany
PANELISTS: Raphaëlle Favre Schnyder, Barandun von Graffenried, Zurich, Switzerland
Laya Jonaydi, Iran Central Bar Association, Tehran, Iran

15.30 Final remarks and closing ceremony

Seminar Venue
Jalali Naeini Hall, Iranian Central Bar Association, No. 3, Zagros Street, Argentina Square, 15149, Tehran, Iran

Online Registration
To register, please visit the AIJA webpage of the event: www.aija.org

Registration Fees
AIJA Members € 100
Non AIJA Members € 200
Iranian Lawyers Free of charge
+ VAT if applicable

The registration fee includes attendance at the seminar, documentation and the coffee break and lunch. Registration is considered binding immediately, but participation in the event is possible only after full payment of the registration fee.

Visa
Participants are responsible for checking the entry requirements and for applying for a visa, where applicable

Accommodation
Not included in the registration fee and is at the participant’s expense. We recommend the following hotel(s):
1. Tehran Eram Hotel (http://www.tehraneramhotel.com/index.aspx)
2. Esteghlal Parsian (http://esteghlalhotel.ir/)

Language
The seminar will be held in English.

Dress code
Business (working sessions).

AIJA will be pleased to provide a certificate of attendance which, subject to the exact CLE/CPD requirements, may be used to obtain the continuing legal education credits in various jurisdictions.

AIJA offers scholarships to lawyers with limited financial possibilities. Please visit www.aija.org to find out more. Apply online and join this event!
Young lawyers of every country stand together. They intend to defend those principles which are common and which they consider to be indivisible from the notion of justice and law.


Organizing Committee

Dr. Justus Jansen
GSK Stockmann + Kollegen, Hamburg, Germany

Encyeh Seyed Sadr
Bayan Emrooz Law Firm, Tehran, Iran

Babak Tabeshian
Roth & Kollegen, Munich, Germany

AIJA Commissions responsible for the scientific program

International Business Law Commission and T.R.A.D.E Commission