



INTERNATIONAL ASSOCIATION OF YOUNG LAWYERS
ASSOCIATION INTERNATIONALE DES JEUNES AVOCATS

Jointly organised with the support
of the Iran Central Bar Association

Negotiating and Drafting International Commercial Contracts

9 February 2017

Tehran

IRAN

With the support of / Avec le soutien de :

GSK STOCKMANN
+ KOLLEGEN

www.aija.org



AIJA IS THE ONLY GLOBAL ASSOCIATION DEVOTED TO LAWYERS AND IN-HOUSE COUNSEL AGED 45 AND UNDER. AIJA, THROUGH A WIDE RANGE OF MEETINGS, SEMINARS, LAW COURSES AND ADVOCACY, PROMOTES PROFESSIONAL COOPERATION AND FRIENDSHIP AMONG YOUNG, CAREER-BUILDING LEGAL PROFESSIONALS AROUND THE WORLD.

INTRIGUED BY ISSUES ON THE CUTTING EDGE OF INTERNATIONAL LAW? INTERESTED IN BUILDING AN INTERNATIONAL PRACTICE? EAGER NOT ONLY TO BECOME PART OF A NETWORK OF THOUSANDS OF CAREER-BUILDING LAWYERS AND IN-HOUSE COUNSEL FROM ALL OVER THE WORLD, BUT ALSO, WITH A LITTLE EFFORT, TO BECOME THEIR FRIENDS? KEEN TO GO TO SEMINARS RUN BY ENTHUSIASTIC PROFESSIONALS WHO WILL SHARE THEIR IDEAS AND INVOLVE YOU IN DISCUSSIONS ON THE LATEST DEVELOPMENTS IN LAW AND BUSINESS? THEN AIJA IS YOUR ASSOCIATION.

AIJA GIVES LEGAL PROFESSIONALS AN EXCELLENT OPPORTUNITY TO CONTRIBUTE TO IMPORTANT TOPICS CONCERNING THE PROFESSION IN AN INTERNATIONAL ENVIRONMENT. WITHIN AIJA, LAWYERS AND IN-HOUSE COUNSEL CAN SHARE VIEWS AND EXPERIENCES WITH OTHER COLLEAGUES FROM AROUND THE WORLD AND ENHANCE THEIR PROFESSIONAL SKILLS. WE FOCUS NOT ONLY ON LEGAL SKILLS, BUT EQUALLY IMPORTANTLY ON CONTRIBUTING TO THE BROADER PROFESSIONAL DEVELOPMENT OF OUR MEMBERS, WHICH IS OF PARAMOUNT IMPORTANCE TO THE 21ST CENTURY LAWYER AND INCLUDES NEGOTIATION AND MANAGEMENT SKILLS AND THE ABILITY TO WORK IN A MULTI-CULTURAL ENVIRONMENT. BY JOINING AIJA YOU WILL BENEFIT FROM THE INPUT OF, AND DISCUSSIONS WITH, COLLEAGUES ON AN EQUAL FOOTING. WE DO NOT "LECTURE" – WE "SHARE, LEARN AND BENEFIT".

DEFENDING THOSE PRINCIPLES, WHICH ARE AN INTEGRAL PART OF THE LEGAL PROFESSION WORLDWIDE, AIJA IS ALSO COMMITTED TO THE DEFENCE OF HUMAN RIGHTS AND THE SOCIAL RESPONSIBILITY OF LEGAL PROFESSIONALS.

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

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.



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**

Practical information

Seminar Venue

Jalali Naeeni 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/>)
3. **Simorgh Hotel** (<http://simorghhotel.ir/en/>)

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!

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



“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.”

AIJA, Declaration of Athens. Adopted, August 27, 1966.



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