

TABLE OF CONTENTS

Preface	vii
Professor Dr Eric E. Bergsten	ix
Part I	
International Commercial Arbitration	1
Chapter 1	
<i>Iura Novit Curia</i> in International Commercial Arbitration: How Much Justice Do You Want?	3
<i>Christian P. Alberti</i>	
1. Introduction	3
2. The Rationale behind the <i>Iura Novit Curia</i> Principle	4
3. The Application of the <i>Iura Novit Curia</i> Principle by Domestic and International Courts	6
3.1. The Domestic Courts' Approach	7
3.2. The International Courts' Approach	12
4. The Application of <i>Iura Novit Curia</i> in International Commercial Arbitration	14
4.1. Arbitration Laws and Institutional Rules on Ascertaining the Contents of Law	16
4.2. Case Law on Ascertaining the Contents of Law	17
(a) The Interaction between the <i>Iura Novit Curia</i> and <i>Ne Ultra Petita</i> Principles	18
(b) The Interaction between the <i>Iura Novit Curia</i> Principle and the Right to be Heard	19
4.3. The Application of the <i>Iura Novit Curia</i> Principle: Right or Duty?	24
5. Conclusions and Recommendations for Tribunals and Parties	28
5.1. Recommendations for Tribunals	29
5.2. Recommendations for Parties	30
Chapter 2	
The TransLex Principles: An Online Research Tool for the Vis Moot and International Arbitration	33
<i>Klaus Peter Berger</i>	
1. Introduction	33
2. The Problem	34

2.1. Knowing the Rules	34
2.2. Access to Transnational Law through the World Wide Web	35
3. The Concept of the Creeping Codification of Transnational Commercial Law	36
4. Private Lists of General Principles and Rules of the New Lex Mercatoria	38
4.1. Previous Efforts to Draft Lists	38
4.2. Contribution of the Lists to the Discussion of the New Lex Mercatoria Doctrine	42
5. History of the Translex Principles	43
5.1. The Predecessor: The Transnational Law Database (Tldb)	43
5.2. The Translex Principles	45
6. Features of The Translex Principles: The Online Codification Process	46
6.1. Content and Structure of the List	46
6.2. Formulation and Reformulation of the Principles and Rules Contained in the List	48
7. Conclusion	53

Chapter 3

The “Gateway” Problem in International Commercial Arbitration	55
<i>George A. Bermann</i>	

1. Introduction	55
2. Semantic Difficulties	57
2.1. The Notion of “Gateway Issues”	57
2.2. The Notion of Arbitrability	59
3. The Traditional Tools	61
3.1. Kompetenz-Kompetenz	62
3.2. Severability	62
4. Shifting Ground	64
4.1. Arbitrability Stricto Sensu	64
4.2. Challenges to the Existence of the Main Contract	65
4.3. The Elusive “Scope of Arbitration” Question	71
4.4. “Procedural Questions Which Grow Out of the Dispute and Bear on its Final Disposition”	74
5. Conclusion	78

Chapter 4

The Influence of the English Language: A Gradual Acceptance of Anglo-American Legal Culture in International Arbitration **85**

Siegfried H. Elsing

1. Introduction	85
2. English as the Language of Choice	86
3. The Problem of Popularity	87
3.1. The Choice of English as an Unwitting Choice of Common-Law Procedure	88
3.2. The Common Lawyer's Tool Box (Or Bag of Tricks?)	90
(a) International Commercial Contracts	90
(b) The Hearsay Rule	91
(c) Standard of Proof	92
3.3. Speaking English Good as Opposed to Speaking it Well	92
4. The <i>Anglo-Americanization</i> of International Arbitration	93
5. Conclusion	94

Chapter 5

The Latest Developments in Commercial Arbitration in Romania **97**

Grigore Florescu & Cristina Florescu

1. Introduction	97
2. The Current Status of Commercial Arbitration Legislation in Romania	99
3. The Structure of the Arbitration Provisions in View of the New Civil Procedure Code Project	106
4. The Latest Development in Relation with CICA and its Regulation and Rules	110
4.1. CICA is a Private, Non-Governmental and Permanent Arbitral Institution	113
4.2. CICA is an Autonomous Jurisdictional Institution	114
4.3. CICA is a National Institution with International Vocation	117
4.4. Extended Competence	119

Chapter 6

Pathological Arbitration Clauses: Another Lawyers' Nightmare Comes True **123**

Daniel Girsberger & Pascal J. Ruch

1. Introduction	123
2. A Prime Example of a Pathological Arbitration Clause and its Consequences	124
2.1. Background of the Case	124
2.2. Proceedings before the AAA	124
2.3. State Court Proceedings in the U.S.	125
2.4. State Court Proceedings in Switzerland	126

3. Analysis of the Outcome from a Swiss Perspective	128
3.1. General Observations	128
3.2. Principles on the Validity of (Presumed) Arbitration Clauses	128
3.3. Remarks on the Concrete Case	131
4. Caveats for the Drafting of Arbitration Clauses	133
4.1. Do Make a Clear Choice between Arbitration and Litigation	133
4.2. Do Not Let the Choice of Arbitration Appear Optional	135
4.3. Do Correctly Specify One (and only One) Institution when Opting for Institutional Arbitration, the Rules of Which you have Consulted in Advance	136
4.4. Do Make a Precise Choice of the Seat/Place of Arbitration	137
5. Conclusion: Dealing with Pathological Arbitration Clauses	138

Chapter 7

Bringing Efficiency to the Awarding of Fees and Costs in International Arbitrations 141

John Gotanda

1. Introduction	141
2. Overview	144
2.1. Defining Costs and Fees in International Arbitrations	144
2.2. Methods for Allocating Costs and Fees	144
(a) Costs Follow the Event	144
(b) The Rule Prohibiting Cost and Fee Shifting Rule	146
3. Awards of Costs and Fees in International Arbitrations	147
4. The Problem with the Status Quo	149
5. Proposals	151
6. Conclusion	155

Chapter 8

Competence-Competence and Separability – American Style 157

Jack Graves & Yelena Davydan

1. Introduction	157
2. The Development of Separability and Competence-Competence under U.S. Law	158
2.1. Separability	159
2.2. Competence-Competence	161
2.3. A Brief Detour: Limits on Expanded Judicial Review after <i>Hall Street</i>	162
2.4. A Remarkable, Yet Predictable, Convergence in <i>Rent-A-Center</i>	163
(a) The Treatment of “Delegation” as an Arbitration Agreement, and the Predictable Application of Separability that Logically Follows	164

(b) Is the Arbitrator's Decision Ever Subject to Judicial Review?	166
(c) How Deep Can the "Nesting" Go?	167
3. The Significance of <i>Rent-A-Center</i> with Respect to International Awards	168
3.1. The "Overlap" between the New York Convention and the FAA	169
3.2. The "Gap" between the New York Convention and the FAA	170
4. Are Questions of Contract Formation Subject to Effective Arbitration under The FAA?	172
4.1. If You Touch It, You Bought It	175
4.2. Looking For Some Form of Implied Consent	176
5. Conclusion	178

Chapter 9

Adverse Inferences in International Arbitral Practice 179

Simon Greenberg & Felix Lautenschlager

1. Introduction	179
2. Background and Arbitrators' Powers	180
2.1. Burden of Proof, Proper and Improper Adverse Inferences	181
(a) Not an Adverse Inferences Issue	182
(b) Improper Adverse Inferences	183
(c) Proper Adverse Inferences	185
2.2. Adverse Inferences as a 'Sanction'	187
2.3. The Test for Drawing Adverse Inferences	188
(a) IBA Rules	188
(b) Jeremy Sharp's Analysis of the International <i>Lex Evidentia</i>	190
3. Analysis of ICC Arbitral Awards	190
3.1. Reasons for Seeking an Adverse Inference	191
3.2. Requirements for Successfully Obtaining an Adverse Inference	193
(a) The Party Seeking the Adverse Inference Must Produce all Available Evidence Corroborating the Inference Sought	197
(b) The Party Requesting Adverse Inferences Must Establish that the Requested Party Has or Should Have Access to the Evidence Sought	197
(c) The Inference Sought Must be Reasonable, Consistent with Facts in the Record and Logically Related to the Probable Nature of the Evidence Withheld	199
(d) The Party Seeking an Adverse Inference Must Produce <i>Prima Facie</i> Evidence	200
(e) The Arbitral Tribunal Should Afford the Requested Party Sufficient Opportunity to Produce Evidence Prior to Drawing Adverse Inferences Against It	201
4. Due Process Concerns: Treatment by Domestic Courts	202

5. Conclusions	204
 Chapter 10	
The UNCITRAL Notes on Organizing Arbitral Proceedings: Time for an Update?	207
<i>Philipp Habegger & Anna von Mühlendahl</i>	
1. Flexibility, Predictability and (Over-)Regulation: A Hot Topic Then...	207
2. ... and Today	208
3. Current Content of the Notes and Possible Amendments	210
3.1. General Observations	210
(a) Party Autonomy and Arbitrators' Powers	210
(b) Structure of the Notes	211
(c) Technological Progress	211
3.2. Issues Arising at the Beginning of the Arbitration	212
(a) Case Management Conference	212
(b) Provisional Timetable	213
(c) Set of Arbitration Rules	213
(d) Language of the Proceedings	214
(e) Powers of the Presiding Arbitrator	215
(f) Written Communications and Written Statements	215
(g) Procedural Conduct and Allocation of Costs	216
(h) Settlement Negotiations	217
3.3. Administration and Taking of Evidence	218
(a) Documentary Evidence and Related Issues	218
(b) Physical Evidence and On Site Inspections	220
(c) Witnesses	220
(d) Experts	221
3.4. Hearing Preparation	221
4. Conclusion	222
 Chapter 11	
Arbitration is Only as Good as its Arbitrators	223
<i>Lord Hacking</i>	
 Chapter 12	
The Commercial Way to Justice	231
<i>Geoffrey M. Beresford Hartwell</i>	

Chapter 13

The Judicialization of International Arbitration: Does the Increasing Introduction of Litigation-Style Practices, Regulations, Norms and Structures into International Arbitration Risk a Denial of Justice in International Business Disputes?

251

Günther J. Horvath

1. Preface	251
2. Introduction	252
3. The Success of International Arbitration	252
4. The Weaknesses of International Arbitration	257
5. The Judicialization of International Arbitration	259
5.1. Judicial Procedures	259
5.2. Judicial-Style Regulation	261
5.3. Judicial Behavioural Norms	264
5.4. Judicial Structures	265
6. The Way Forward	268
7. Conclusion	270

Chapter 14

Problems at Both Ends

273

Neil Kaplan

1. Introduction	273
2. Language of the Arbitration	274
3. Assessment of Quantum of Costs	282
4. Conclusion	286

Chapter 15

Law, Para-Regulatory Texts and People in International Arbitration: Predictability or *Fureur Reglementaire*?

291

Pierre A. Karrer

1. How Para-Regulatory Texts are Created	291
2. Legal Nature	292
3. Practice	295
4. A Good Thing?	299

Chapter 16

The Evolving Role of an Appointing Authority

301

Christopher Kee

1. Introduction	301
2. The Basic Notion of an Appointing Authority	301
3. The 1976 UNCITRAL Arbitration Rules	304
4. The 2010 UNCITRAL Arbitration Rules	306
4.1. Structural Changes in the Rules	307
4.2. Multiparty Claimants/Respondents	308
4.3. Depriving a Party of the Right to Appoint & Truncated Tribunals	309
4.4. Arbitrators Costs	312
5. Conclusion	315
6. Personal Note	316

Chapter 17

**The Arbitration Agreement in Enforcement Proceedings of Foreign Awards:
Burden of Proof and the Legal Relevance of the Tribunal's Decision**

317

Stefan Kröll

1. Introduction	317
2. The Role of the Arbitration Agreement in Enforcement Proceedings under the New York Convention	318
3. Factual Scenarios and Examples from Practice	320
4. The Burden of Proof for the Existence of an Arbitration Agreement	323
4.1. General Remarks	323
4.2. Diverging Case Law	324
4.3. Considerations for Allocating the Burden of Proof	328
5. The Relevance of the Arbitral Tribunal's Decision on Jurisdiction	333
6. Conclusion	334

Chapter 18

**Cross-Border Insolvency and Arbitration: Which Consequences of
Insolvency Proceedings Should be Given Effect in Arbitration?**

337

Vesna Lazić

1. Introduction	337
2. Disputes between <i>Vivendi</i> and <i>Elektrim</i> – Background Facts	338
2.1. Decisions in Switzerland	341

2.2. Is it Generally Appropriate to Consider that a Provision Declaring an Arbitration Agreement Invalid after the Commencement of Insolvency Proceedings Affects 'Capacity' or 'Subjective Arbitrability'?	342
3. Decisions in England	346
3.1. Reasoning of the Courts in Applying the Insolvency Regulation	347
3.2. Preclusion of Individual Actions (Claims of 'Ordinary' Bankruptcy Creditors)	349
3.3. Effectiveness of the Preclusion of Individual Actions Internationally	353
(a) Stay of Individual Actions by Creditors – Which Law Applies under the Insolvency Regulation?	355
(b) Interpretation of the Staying Provisions under the 1986 Insolvency Act by the English Courts	356
4. Conclusion	361

Chapter 19

Arbitral Seats – Choices and Competition **363**

Loukas A. Mistelis

1. Introduction: Eric Bergsten and Vindobona as an Arbitral Seat	363
2. The Data	365
2.1. General Arbitration Data	365
2.2. Preferred Seats and Reasons for their Preferred Status	367
3. Analysis and Conclusions	370
3.1. Seat of Arbitration – Legal Importance	370
3.2. Analysis of Data – Policy Implications, Choices and Competition	376

Chapter 20

Are Unilateral Appointments Defensible? On Jan Paulsson's Moral Hazard in International Arbitration **381**

Alexis Mourre

Chapter 21

(In)Appropriate Compromise: Article 16(3) of the Model Law and its Progeny **387**

Vladimir Pavić

1. Introduction	387
2. The Content and Legislative History of Article 16(3)	388
3. Salient Points of Article 16(3) – Dilemmas and Departures	391
4. Formal Aspects of the Preliminary Decision on Jurisdiction	393
5. 'Deciding On' is (not) Annulment	395
6. Standard and Grounds of Review	400

6.1. De Novo or Deference?	400
6.2. Grounds of Review	401
7. Timing Issues	406
8. 'No Appeal' Asymmetry	408
9. Concluding Remarks	409

Chapter 22

Moral Damages in International Investment Arbitration	411
<i>Ingeborg Schwenzer & Pascal Hachem</i>	

1. Introduction	411
2. The Background	411
3. A Private Lawyer's Perspective of the Debate in International Law	413
3.1. General	413
3.2. Developments in Private Law	416
4. Subject Matter	417
4.1. Damages for Infringement of Personality Rights	418
(a) Infringements Sustained by the Investor Him- or Herself	419
(b) Infringements Sustained by the Representatives of the Investor	422
4.2. Loss of Reputation	424
(a) Loss of Reputation by Investor	425
(b) Loss of Reputation by State	426
4.3. Punitive Damages	428
5. Conclusion	429

Chapter 23

A Uniform, Three-step Approach to Interest Rates in International Arbitration	431
<i>Matthew Secomb</i>	

1. Introduction – The Three Steps to the Right Interest Rate in International Arbitration	431
2. Step One: Primacy Should be Given to the Parties' Agreement	433
3. Step Two: Parties Should be Able to Prove Their Actual Cost of Borrowing	434
4. Step Three: If All Else Fails, Apply a Commonly Used Commercial Rate for the Relevant Currency	435
4.1. Applying a Commonly Used Commercial Rate for the Relevant Currency is Fair and Predictable	436
4.2. Arbitrators Should Move Away from Applying Inappropriate Statutory Rates or the Mythical Reasonable Rate	437
(a) National Statutory Rates are Often Ill-Suited to International Disputes and Should in Most Cases Not be Applied to Them	437

(b) Arbitrators Should Resist the Temptation to Apply the Mythical Reasonable Rate	442
4.3. All Roads Lead to Rome: The Convergence upon a Commonly Used Commercial Rate for the Relevant Currency	444
(a) Arbitrators Can Grant a Commonly Used Commercial Rate for the Relevant Currency as Damages	444
(b) Arbitrators Can Grant a Commonly Used Commercial Rate for the Relevant Currency as <i>Lex Mercatoria</i>	445
(c) Arbitrators Can Exercise Discretion Granted by the Parties or the Applicable Law to Apply a Commonly Used Commercial Rate for the Relevant Currency	448
5. Conclusion: A Target to Aim For	449

Chapter 24

(In)Arbitrability and Exclusive Jurisdiction: Parallels that Matter	451
<i>Alan Uzelac</i>	

1. Introduction – A Case Study	451
2. (In)Arbitrability Rediscovered	453
3. The Notion of Exclusive Jurisdiction	454
4. Exclusive Jurisdiction as an Obstacle to Arbitration under Croatian Law and Practice	457
5. Conclusions	462

Chapter 25

Can Proceeding “Not in Accordance with the Agreement of the Parties” be Condoned? Remarks on Article V(1)(d) of the New York Convention	467
<i>Tibor Várady</i>	

1. On Various Migrants Joining the Territory of International Commercial Arbitration	467
2. Two Introductory Cases	468
3. Narrowing (and Explaining) the Focus	471
4. The Importance of Acting in Accordance with the Agreement of the Parties	475
5. Possible Ways of Enhancing Recognition	476
5.1. Enhancing Recognition by Way of Interpretation of Party Stipulations	476
5.2. A Legislative Shelter	478
5.3. Uncovering the Attempt to Use Art. V(1)(d) as a Disguise	479
5.4. Reliance on Waiver	480
5.5. Neutralizing the Irregularity by Way of Considering its Impact and Relevance	481
6. Concluding Remarks	486

Chapter 26

Corruption in International Arbitration and Problems with Standard of Proof: Baseless Allegations or *Prima Facie* Evidence?

489

Stephan Wilske & Todd J. Fox

1. Introduction	489
2. Corruption as an Increasing Concern in International Arbitration	490
3. Appearance of Corruption in Different Stages of an Arbitration	493
4. Traditional Approaches to Standard of Proof for Corruption Allegations	494
4.1. High Standard of Proof Formulas	496
4.2. Application of High Standard of Proof Formulas	497
5. Varying the Standard of Proof in Dubious Circumstances?	499
5.1. More Progressive Approaches	500
5.2. (Possible) Application of More Progressive Approaches	501
6. Conclusion and Outlook	503

Part II

International Sales Law Commercial Law

507

Chapter 27

The Principle of Debtor Protection under the UN Convention on the Assignment of Receivables

509

N. Orkun Akseli

1. Introduction	509
2. Debtor Protection as a Principle	510
3. Debtor's Discharge	513
4. Defences and Rights of Set-Off of the Debtor	516
5. Modification of the Original Contract	522
6. Concluding Remarks	523

Chapter 28

Consequences of Avoidance under the CISG

525

Mariel Dimsey

1. Prologue	525
2. Introduction	526
3. Legal Effect of a Lawful Declaration of Avoidance	531
4. Practical Constellations of Lawful Avoidance	533

4.1. Where No Goods and Payment Have Passed	533
4.2. If Both Goods and Payment Have Passed	533
(a) In Full	533
(b) Partially	534
4.3. If Partial or Complete Delivery Has Been Made But Payment is Outstanding	534
4.4. If Partial or Complete Payment Has Been Made But Delivery is Outstanding	534
5. Practical Constellations of Unlawful Avoidance	535
5.1. Where No Goods and Payment Have Passed	535
5.2. If Both Goods and Payment Have Passed	537
(a) In Full	537
(b) Partially	537
5.3. If Partial or Complete Delivery Has Been Made But Payment is Outstanding	538
5.4. If Partial or Complete Payment Has Been Made But Delivery is Outstanding	539
6. Legal Effect of an Unlawful Declaration of Avoidance	540
7. Remedies for Unlawful Avoidance	542
7.1. Assumption of No Specific Performance	542
7.2. Restitution	543
7.3. Damages	543
7.4. Equalisation of Benefits	544
8. Case Law on Wrongful Avoidance	545
9. Treatment of Unlawful Avoidance under the CISG	548
10. Conclusion	549

Chapter 29

Declaration of Price Reduction under the CISG: Much Ado About Nothing?	551
<i>Milena Djordjević</i>	

1. Instead of Introduction	551
2. Setting the Scene – Main Prerequisites for Price Reduction	552
3. Overview of the Legal Doctrine – Irreconcilable Differences or Two Sides of the Same Coin?	557
4. Back to Basics – Wording, Legal History and Systematic Analysis of Article 50 Provision on Price Reduction	559
5. The Case Hunt	561
5.1. No Price Reduction Without Declaration	562
5.2. Price Reduction by Reasonable Interpretation of Buyer's Conduct	566
6. A Workable Compromise	568

Chapter 30

**Excluding CISG Article 35(2) Quality Obligations: The ‘Default Rule’
View vs the ‘Cumulation’ View**

571

Harry M. Flechtner

- | | |
|---|-----|
| 1. Introduction | 571 |
| 2. CISG Article 35(2) As A ‘Default Rule’ | 573 |
| 3. The Approach In U.S. Domestic Sales Law: Implied Quality Obligations As Presumptively ‘Cumulative’ | 576 |
| 4. Another Look At Excluding Article 35(2) Obligations | 579 |
| 5. Conclusion | 584 |

Chapter 31

Cover Purchase Without Avoidance: Welcome When Worthwhile

585

Peter Huber & Ivo Bach

- | | |
|--|-----|
| 1. Introduction | 585 |
| 2. Two Possible Approaches | 587 |
| 3. The Two Crucial Differences between Both Approaches | 590 |
| 3.1. The Issue of Proof | 590 |
| 3.2. The Foreseeability Requirement | 591 |
| 3.3. The Conclusion So Far | 593 |
| 4. The “Value” of the Delivered (Non-Conforming) Goods | 594 |
| 5. Instead of a Conclusion | 596 |

Chapter 32

Surprising Terms in Standard Contracts under the CISG

597

Robert Koch

- | | |
|--|-----|
| 1. Introduction | 597 |
| 2. Scholarly Discussion | 599 |
| 3. Case Law | 601 |
| 3.1. Oberlandesgericht Düsseldorf of 21 April 2004 | 601 |
| 3.2. U.S. Court of Appeals for the 9th Circuit of 16 November 2007
(<i>Barbara Berry, S.A. de C.V. v. Ken M. Spooner Farms, Inc.</i>) | 602 |
| 3.3. Landgericht Landshut of 12 June 2008 | 603 |
| 3.4. Rechtbank Arnheim of 14 November 2007
(<i>Northern Linen B.V. v. Jematex B.V. B.A.</i>) | 604 |
| 3.5. U.S. District Court for the Western District of Wisconsin of 7 July 2009
(<i>Amit Israeli v. Dott. Gallina S.R.L., Dario Gallina and David Galina</i>) | 605 |
| 4. Analysis of the Different Approaches | 606 |

4.1. Inclusion Control vs. Content Control	606
4.2. Formation vs. Validity Dichotomy	608
4.3. Contract Formation and Interpretation	609
5. Conclusion	611

Chapter 33

The CISG ‘Secretariat Commentary’: Has it Stood the Test of Time?	613
<i>Francesco G. Mazzotta & Vikki M. Rogers</i>	

1. Introduction	613
2. CISG Article 74	614
2.1. Right to Damages and Their Scope	615
2.2. Types of Losses	616
2.3. Foreseeability	621
3. CISG Articles 75-76	624
4. CISG Article 77 (Mitigation)	626
5. Conclusion	628

Chapter 34

The CISG – A Lex Amicorum	631
<i>Joseph F. Morrissey</i>	

1. Introduction	631
2. The Concept of a <i>Lex Amicorum</i>	633
2.1. Classical Formalism	633
2.2. Legal Realism	634
2.3. Law and Economics	634
2.4. Relational Scholars	635
2.5. Critical Legal Studies	636
3. <i>Lex Amicorum</i>	636
3.1. Weakness in the Framework?	641
4. Application to the CISG	643
4.1. Communication	646
4.2. Cooperation	647
4.3. Fairness	650
5. Conclusion	653

Chapter 35

Avoidance for Non-conformity of Goods under Art. 49(1)(a) CISG **655**
Markus Müller-Chen & Lara M. Pair

1. Introduction	655
2. Prerequisites of Avoidance According to Article 49(1)(a) CISG	656
3. Non-Conformity of Goods	657
3.1. Non-Delivery of Goods	657
3.2. Other Forms of Non-Conformity	659
(a) Article 35(2)(a) CISG	659
(i) Ordinary Use	660
(ii) Quality Standard	661
(b) Article 35(2)(b) CISG	662
4. Fundamental Breach	664
4.1. Elements of a Fundamental Breach	664
(a) Purpose	664
(b) Financial Loss	668
(c) Quantity and Necessary Percentage of Non-Conformity	668
5. Impact of Right to Avoid on Right to Cure	671
6. Practical Advice	674
7. Conclusion	675

Chapter 36

Bergsten's Mark on the Law's International Reasonable Person **677**
Elisabeth Opie

1. Introduction	677
2. Foundations for International Legal Reform	677
3. The Law's Reasonable Person	680
4. The International Reasonable Person	682

Part III

Legal Education **685**

Chapter 37

Mr Bergsten's Neighbourhood: The Vis Moot, Legal Education, and Rule of Law **687**
Ronald A. Brand

1. Introduction	687
-----------------	-----

2. The Substantive Contribution of the Vis Moot to Rule of Law	689
3. The Contribution of Example to the Rule of Law	694
4. Conclusions: Welcome to the Neighbourhood	696

Chapter 38

The Willem C. Vis International Commercial Arbitration Moot: Reflections from an Arbitrator's Perspective	697
<i>Hew R. Dundas</i>	

1. Introduction	697
2. Relevance and Significance to the Practice of Arbitration	698
3. The Interface and Interaction between Tribunal and Counsel	700
4. Inadmissible, Idiotic and Inane Questions	702
5. What Do I Seek to Achieve as Chairman?	703
6. Appearing on the Final Panel	705
7. The Vis Moot Problem	707
8. Marking and Related Anomalies	709
9. Vignettes from >100 Moot Hearings	710
10. A Complaint	712
11. Some Personal Reflections	713

Chapter 39

International Arbitration and Legal Education in the 21st Century	715
<i>Martin Hunter & Ziva Filipic</i>	

1. Introduction	715
2. Skills-Learning	717
3. Mooting	718
4. Beyond Mooting	721
5. Conclusion	722

Chapter 40

Pre-Moot Serves Regional Integration	725
<i>Judith Knieper</i>	

1. Mr Moot	725
2. Regional Challenges	725
3. Giz-Approach	726
4. Pre-Moot Belgrade 2008–2010	727
5. Albania: Party to CISG Since 2010	728
6. Conclusion	728

Chapter 41

Three Perspectives on the Willem C. Vis International Commercial Arbitration Moot

731

Patricia Shaughnessy, Thomas Lavelle & Jonathan Robilotto

1. Introduction	731
2. An Educator's Perspective	733
2.1. The Need for Adopting Approaches that Equip Students for Practice	733
2.2. The Vis Moot as a Tool for Improving Legal Education	737
3. A Student's Perspective	743
3.1. Crafting Briefs and Developing Arguments: The Learning Process	744
3.2. The Vis Revisited	746
4. An Observer's Perspective: Can these Benefits be Generalized?	748
5. Conclusion	753

Chapter 42

Making Progress: How Eric Bergsten and the Vis Moot Advance the Enterprise of Universal Peace

755

Mark R. Shulman

1. Introduction	755
2. Vis as an Instrument for Teaching the Law, Legal Skills and Legal Culture	760
3. Fostering a Diverse Legal Community	763
4. Promoting the Rule of Law	765
5. Conclusions	771

Chapter 43

From Competition to Symbiosis: Commercial Context and Commercial Law and their Importance in Legal Education

773

Pilar Perales Viscasillas & David Ramos Muñoz

1. Introduction	773
2. Commercial Context, Commercial Law and its Influence in Legal Education – Vis Moot as a Beginning	775
2.1. Commercial Context and Commercial Relationships	775
2.2. How to Account for Commercial Context in Commercial Law. Is it Enough?	778
2.3. Commercial Context in Legal Education. The Experience of the Vis Moot	781
3. Specific Issues	782
3.1. Formation of Contracts	782
(a) Structure of Offer and Acceptance	782
(b) Revocation of Offers	785

3.2. Conformity of Goods and Communication of Defects	787
(a) Conformity of Goods, and the Circumstances in the Buyer's and Seller's Country	787
(b) Communication of Defects	793
3.3. Remedies for Breach of Contract	797
(a) Specific Performance	797
(b) Damages	798
3.4. The Issue of Multi-Party Relationships	803
4. Conclusions	809

Chapter 44

Problem Based Learning in Legal Education	811
<i>Jeff Waincymer</i>	

1. Introduction	811
2. Situating the Analysis into a Theory of Legal Education	813
3. Comparative Legal Education	814
4. Education for Skills or for Content	816
5. Which Skills are Appropriate for Legal Education?	817
6. Critical and Doctrinal Perspectives	819
7. Student-Centred Learning	820
8. Problem-Based Learning	821
9. Integration and Internationalisation of Legal Curricula	823
10. Cultural and Comparative Perspectives as Elements of Legal Education	825
11. Approaches to and Elements of the Curriculum	827
11.1. Public and Private International Law	829
11.2. Legal Research and International Law	830
11.3. Conflict of Laws	831
11.4. Harmonisation	831
11.5. Specialised Contracts	831
11.6. Drafting and Adjudication	832
11.7. Assessment	832
12. Conclusion	833

Chapter 45

The Development of a Unique Summer Internships Abroad Program at Pace Law School, 1995-Present	835
<i>Gayl Westerman</i>	

1. Introduction	835
2. The Goals	836

3. Developing the Structure	836
4. Clearing the Bureaucratic Hurdles	838
4.1. Internal Law School Requirements	838
4.2. External American Bar Association Requirements	839
5. The Outcomes	841