

# International Contracts in Aerospace Industries

5-7 July 2017 | Roma | Italy

## Introduction

The second edition of the Executive Course offers a three day program, targeting mainly professionals and managers from the aerospace and aviation industry. This course provides a thorough theoretical and practical analysis of the various sources and principles of law that govern international contracts in aerospace and aviation industry. The first edition of the Executive Course (a six-day program) was held in 2016 in Torino

## Objectives

During the course you will gain a comprehensive legal and business knowledge along with a practical understanding of key issues. By the end of the course you would have to:

- understand the basics of contract law and drafting principles widely applied in the aerospace and aviation industry;
- identify and analyze the sources of contract law;
- understand the rights and liabilities of parties involved in such contracts;
- acquired exposure to finance, insurance and relevant legislations; aerospace competition law;
- understand liquidated damages and penalty clauses;
- understand arbitration clauses, choice of applicable law and ADR mechanisms;
- improved skills in recognizing and analyzing key legal issues, applying effective strategies and techniques to control the progress of negotiation and formation of a contract.

The lecturers are highly recognized academics with a longstanding reputation in aerospace and aviation law.

The expansion of global trade has resulted in an increasingly high degree specialization in international

contract practices. The jurisdictional complexity of such contracts has led to a rapid growth in the role of alternative dispute settlement mechanisms. For this reason the course also focuses on arbitration and alternative dispute settlement mechanisms. Arbitration is a practical alternative for international disputes, as it offers a neutral forum and avoids litigating in either party's national courts, especially in disputes involving states or incumbent operators.

The potential suitability of arbitration for space disputes has been acknowledged by the issuance of dedicated arbitration rules for outer space before the Permanent Arbitration Court in 2011

## Contents and Structure

The course comprises three specialized modules (8 hours a day) and consists of lectures with a participatory approach to reinforce the participant's knowledge.

The 2017 edition is structured in three modules:

MODULE 1 - Day 1: Aerospace Contract Law

MODULE 2 - Day 2: Insurance in Aerospace

MODULE 3 - Day 3: Negotiation and Settling Disputes in Aerospace

The training methodology combines a range of methods including traditional class work, group seminars and interactive problem solving.

## Key information

Duration: 3 full days

This course is recommended for:

- Professional and Managers of the industry;
- Other aerospace and aviation professionals who deal with contractual issues;
- In house lawyers.

## Organizing Committee

- Anna Masutti, University of Bologna – LS Lexjus Sinacta Law Firm – Italy
- Mario Comba, President of Istituto Universitario di Studi Europei; University of Turin
- Pablo Mendes De Leon, University of Leiden
- Maria Beatrice Deli, ICC Italy

## Main Topics

- The analytical framework of contract law;
- Drafting and negotiating a contract in the aerospace sector;
- General terms and conditions and battle of forms;
- Choice of law clauses;
- Transfer of risk and title Limitation and exclusion of liability clauses;
- Penalties and liquidated damages clauses;
- Liability and insurance in aerospace. aerospace product liability. Single European Sky – SESAR and the reallocation of risks and liabilities among the various operators Cyber Risks.- Physical damage and liability cover for manufacturers and suppliers. Case history;
- Termination for convenience and for default;
- Dispute resolution;
- Negotiation techniques;
- ADR and arbitration;

## Venue

Roma

## Registration fees

The registration fee is 950,00 € + VAT

## Contacts

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Organised by

