

## Contacts

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## Partners



**5-7 July 2017**

Roma, Viale dell'Università,20 - Italy

<http://icai.iuse.it/2017-edition/>

## 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.

## 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;
- acquire 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;
- improve skills in recognizing and analyzing key legal issues, applying effective strategies and techniques to control the progress of negotiation and formation of a contract.

## 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, Head of Department and executive chair of the Department of Air and Space Law, University of Leiden
- Maria Beatrice Deli, Secretary General of the Italian Association for Arbitration (AIA) and Secretary General of ICC Italy
- Gen. Francesco Langella, General Director of Air Armaments (ARMAEREO) and Chief of Engineers Corps, Italian Ministry of Defense

## Key information

**Duration** 3 days (24 hours)

**Target Participant** Professionals and managers from industries, in-house lawyers, other aerospace professionals

**Lecturers** Academics, in-house counsels, lawyers, managers from aerospace industries and organizations with a longstanding expertise in the subject. The lecturers are highly recognized academics with a longstanding reputation in Aerospace and Aviation Law.

**Venue** Rome, Viale dell'Università, 20

**Fees** € 950,00 (+VAT)

This amount includes: training for the 3-day course, documentation, tutoring and lunches. Companies sending more participants from the same department will benefit from a discount of •10% on the second one •20% from the third one

## Contents and Structure

The course comprises three specialized modules (8 hours a day).

Each module includes face-to face presentations in the morning, discussion, practical and interactive exercises (mock cases, drafting clauses, group work, problem-solving) in the afternoon.

MODULE	CONTENT
MODULE 1 <i>Contract Law</i>	<ul style="list-style-type: none"><li>• <i>The analytical framework of Contract Law;</i></li><li>• <i>Drafting and negotiating a contract in the aerospace sector;</i></li><li>• <i>General terms and conditions and battle of forms;</i></li><li>• <i>Choice of law clauses;</i></li><li>• <i>Transfer of risk and title Limitation and exclusion of liability clauses;</i></li><li>• <i>Penalties and liquidated damages clauses;</i></li></ul> Case studies – Writing clauses exercise- Group work
MODULE 2 <i>Insurance</i>	<ul style="list-style-type: none"><li>• <i>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</i></li></ul> Mock cases – Group work
MODULE 3 <i>Negotiation and Settling Disputes</i>	<ul style="list-style-type: none"><li>• <i>Termination for convenience and for default;</i></li><li>• <i>Dispute resolution;</i></li><li>• <i>Negotiation techniques;</i></li><li>• <i>ADR and arbitration;</i></li></ul> Mock cases – Group work