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arbitral awards that have been reported. Concrete illustrations are provided to help clarify the (sometimes complex) way CISG rules work.

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July 22, 2004 by Joseph M. Lookofsky  
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the first sales law treaty to win acceptance on a worldwide scale, and the impressive list of some 85 CISG 'Contracting States' already accounts for more than three-fourths of all world trade.

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The CISG is a treaty governing the international sale of goods.

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Since the CISG States account for two-thirds of all world trade, the Convention represents a key aspect of Scandinavian commercial law. By comparison and

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contrast to domestic law, the author explains the CISG in terms familiar to Scandinavian jurists, just as special emphasis is placed on the troublesome CISG "reservations" made by the Scandinavian States.

## **Understanding the CISG in Scandinavia: Second Edition ...**

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The United Nations Convention on Contracts for the International Sales of Goods (CISG) is a multilateral treaty developed by the United Nations Commission on International Trade (UNCITRAL) and it establishes a uniform approach to international sales of goods. It has been adopted by many countries all over the globe.

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**The Importance of the CISG in  
International Trade**

Understanding the CISG in Europe

Second Edition Herbert Bernstein and

Joseph Lookofsky University of

Copenhagen Copenhagen, Denmark

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## **Understanding the CISG in Europe - GBV**

Accord: Bernstein, H. & Lookofsky, J.,  
Understanding the CISG in Europe, §2-5  
(The Hague 1997) and Schlechtriem, P.,

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Commentary on the UN Convention on the International Sale of Goods (CISG), p. 23 (Oxford 1998), both sources supporting the view that the CISG should be applied to standard and specialized software sales contracts, even if the programs are transferred electronically.

**Joseph Lookofsky**

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By comparison and contrast to domestic law, the authors explain the CISG in terms familiar to European jurists. Because the CISG treaty demands an international interpretation, the authors draw heavily upon a broad base of CISG decisions, arbitral awards and doctrine from around the world. Concrete examples are provided throughout.

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## **Understanding the CISG in Europe: Bernstein, Herbert ...**

Article 8 of the CISG is concerned not with the interpretation of the Convention itself, but rather with the interpretation of 'statements' made (and conduct exhibited) by the parties, the buyer and seller in an international contract of sale.

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Article 8 provides as follows: '1.

## **Joseph Lookofsky - Article 8**

major provision of the CISG is yet  
another way to allocate the risks  
inherent in an international commercial  
Of course, the parties who enter a CISG  
contract remain free to re-allocate the  
risk of non-performance. example -- the

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Nordic standard terms (NL), though in my  
experience such standardized  
Convention "derogations"

## **Joseph Lookofsky**

Attention to related articles and to the  
CISG in its entirety is important. it is  
meant to be construed within its four  
corners. When considering aspects of

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the CISG, because this law relies heavily on general principles, one ought to look at related provisions and the CISG in its

## **ANNOTATED TEXT OF CISG - Institute of International ...**

[For more current case annotated texts by this author, see Bernstein & Lookofsky, Understanding the CISG in

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Europe, 2d ed. (2003) and Lookofsky,  
Understanding the CISG in the USA, 2d  
ed. (2004).] excerpt from. The 1980  
United Nations Convention on Contracts  
for the International Sale of Goods.  
Joseph Lookofsky Article 28 Specific  
Performance

## **Joseph Lookofsky - Article 28**



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CISG Contracting States account for more than two-thirds of all world trade. The importance of the CISG in the international arena is underlined by thousands of reported decisions where the CISG has been held to apply, thus evidencing the conduct of countless international traders who by default or by express choice regularly subject their

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## **Understanding the CISG: A Compact Guide to the 1980 United ...**

Contracts For The International  
Understanding the CISG (Worldwide)

Sale Of Goods  
Edition: Joseph Lookofsky: : Books If, in a  
given situation, the different States in  
which the parties reside happen to be  
CISG Contracting States States which

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have acceded to the Convention, then the Convention applies by virtue of subparagraph 1 a.

### **LOOK OF SKY UNDERSTANDING THE CISG PDF**

The CISG is a set of laws to use in the preparation of contracts relating to the international sale of goods. Primarily, it

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Guide To The 1980 United Nations Convention On Contracts For The International Sale Of Goods provides a more straightforward process for buyers and sellers who operate in different countries with different legal systems. As the name suggests, the CISG only applies to the sale or purchase of goods.

**I Buy or Sell Goods From Overseas.  
What Is the CISG ...**

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Guide To The 1980 United Nations Convention On Contracts For The International Sale Of Goods (CISG or Convention) became effective on January 1, 1988.

Approximately fourteen years later, the CISG is currently the law in sixty-two countries, which roughly comprise the following regional blocs: twenty-two European and other developed Western States, eleven

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