

Negotiating International Commercial Contracts is brilliant in its simplicity: to the point and practical.

The book focuses on real-life case scenarios and matches legal and business interests underlying the negotiation and drafting of an international commercial contract. Above all, the book helps the negotiator and drafter think of the suitable topics and – maybe more importantly - making the sound and final decisions on two vital clauses: the clause choosing the substantive law that governs the contract and the clause on dispute resolution. Whereas the former may be easy to decide, the latter may be less so. The authors help to make an informed and reasoned decision.

This book is informative in the first place. But it does so much more: it challenges the reader with examples taken from practice. It helps think out of the box and step away from the “we’ve always done it that way.”

This publication is a practical guideline. It’s a must-have. It results from a partnership of two authors who are scholars, academics, and practitioners. Dr. Gustavo Moser is a legal counsel at the London Court of International Arbitration (LCIA) and a subject coordinator at the Swiss International Law School (SiLS). He obtained his Ph.D. in International Commercial Law from the University of Basel, Switzerland, and has deep experience with cross-border contracts and dispute resolution mechanisms. Michael McIlwrath is Vice President of Litigation for Baker Hughes in Florence, Italy, focusing on negotiations, mediation, and arbitration worldwide. He is also chairman of the Governing Body for Dispute Resolution Services at the ICC.

Flip Petillion
Attorney at law and Arbitrator