

Lecture announcement

Private law of international trade transactions

Contents:

The course focuses on the contract law of cross border sales, esp. under the United Nations Convention on Contracts for the International Sale of Goods (CISG).

- Introduction: Contracts in international trade relationships
- Private international law of contracts
- Introduction to and applicability of the CISG
- Selected private law topics governed by CISG and by national law (from a comparative point of view)
- Standard contract clauses in international trade: INCOTERMS
- Documentary credit and payment instruments in international trade transactions

Learning targets and skills:

Students get to know the legal structure of sales contract law and the specific topics related to cross border contracts. CISG is used as a model as most national laws contain comparable rules for B2B-sales contracts. Students learn about important differences in national laws regarding topics not governed by CISG. Moreover, students get to know the relevance and meaning of INCOTERMS and the legal mechanism to facilitate international trade by using documentary instruments in the exchange of goods and payment.

General Information:

- The course is suitable for Law students at the **Fachbereich Rechtswissenschaft** (Staatsexamensstudiengang) as a **foreign-language law lecture** within the meaning of § 24 II JAPO.
- Please note that the course is held at the Ludwig-Erhard Building in Nuremberg, Findelgasse 7/9.
- The course requires no prior knowledge in the field of law and is therefore also suitable for students at **Fachbereich WiSo** (5 ECTS):
 - **International Business Studies (Elective)**
 - **International Economics Studies (Elective)**
 - **Wirtschaftswissenschaften (Schwerpunktbereich FACT-S)**
- Application period is **September 08th till October 19th 2025**.
- Applications only via StudOn: Enrolment to **StudOn Group** necessary.
- Additional registration on **campo** is required.
- The lecture will be held in **English**.

Course Dates:

Tuesdays, 9:45 - 11:15 a.m. (from 10/21/2025 till 02/03/2026), FG 2.024;

block seminars on January 16th 2026 (13:00 - 18:00 p.m.), 17th (9:00 a.m.– 15:00 p.m.) and January 23th 2026



FRIEDRICH-ALEXANDER-UNIVERSITÄT
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RECHTS- UND WIRTSCHAFTS-
WISSENSCHAFTLICHE FAKULTÄT

LEHRSTUHL FÜR
WIRTSCHAFTSPRIVATRECHT
PROF. DR. JOCHEN HOFFMANN

(13:00-18:00 p.m.), January 24th 2026 (9:00 a.m. – 16:00 p.m.), FG 0.016, by *Dipl.-Jur. Univ. Yeva Iosevych*