

# International Contracts in Aerospace Industry

27 June – 02 July 2016  
Turin, Italy

UNIVERSITY INSTITUTE OF EUROPEAN STUDIES

## Introduction

The Executive Course offers a week study 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;
- 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 consists of 12 lectures with a participatory approach to reinforce the participant's knowledge. The training methodology combines a range of methods including traditional class work, group seminars and interactive problemsolving.

### Key information

Duration: 6 days (42 hours)

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

- Mario Comba, President of Istituto Universitario di Studi Europei
- Samuel Asfaha, Coordinator for the Master Programme Trade Law ITC ILO
- Anna Masutti, University of Bologna – LS Lexjus Sinacta Law Firm – Italy
- AIAD, Italian Industries Federation for Aerospace, Defence and Security

## Main Topics

- The European legal framework of the aerospace market; European aerospace industry and the latest EU strategy proposals.
- EU defense and security: the analysis of the procurement directive.
- ESA General Terms and Conditions and ESA tenders.
- Aerospace Contracts Law. Drafting and negotiating a contract in the aerospace sector: strategy and skills.
- 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 – Termination for convenience and for default.
- Systems of dispute resolution – Choice of forum and jurisdiction.
- Arbitration in aerospace – Mock case.
- 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.
- Economic and financial issues – Direct lending and bank financing.

## Venue

Campus Luigi Einaudi, Lungo Dora Siena 100, 10153 Torino

## Registration fees

Minimum number of participants: 14\*  
The registration fee is 1,650,00 €

## Contacts

Istituto Universitario di Studi Europei (IUSE)  
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