

## INDEX

- ad hoc arbitration clauses, 213
- admissibility
  - of arbitration clauses, 264–5
  - of choice-of-law clauses, 202
- agency
  - overriding of mandatory rules, 196
  - public policy conflict, 253–4
- ALI/UNIDROIT Principles of Transnational Civil Procedure, 269–70
- amendment contracts
  - factual benefit, 122–3
  - mandatory national rules in relation, 120–1
  - unilateral obligation, 121–2
- applicable law *see* private international law
- arbitrability rule
  - conflict with, 257–9, 264–5
  - governing law at challenge to award, 259–61
  - governing law at enforcement of award, 261–2
  - governing law irrelevant, 262
  - public policy and *lex fori* in relation, 263–4
- arbitral awards
  - arbitrability *see* arbitrability rule
  - enforcement, 225
  - enforcement based on oral arbitration agreement, 234–8
  - governing law at challenge, 259–61
  - governing law at enforcement, 261–2
  - governing law irrelevant, 262
  - invalidity criteria, 224–6
  - more-favourable-law provision, 236–7
  - national law in relation generally, 224
  - and national law of place of enforcement, 223–4
  - non-arbitrability *see* arbitrability rule
  - refusal to enforce, 225–6
  - unenforceability criteria, 224
  - validity challenges, 224–5
  - see also* New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards
- arbitral tribunals
  - agreement provisions as to powers, 266–7
  - arbitration law provisions, 272–3
  - arbitrator autonomy and party autonomy distinguished, 279–80
  - assumption of active role, 278–81
  - constitutional irregularity, 241–2
  - contract's choice of law not affecting tribunal application of chosen law refers to excluded law, 285
  - application of private international law, 285
  - generally, 284
  - distinction between domestic and international arbitration, 297–8
  - excess of power
    - applicable law disregarded because not proven by parties, 289–91
    - application of law not requested by parties, 282–3
    - decision based on proven facts not invoked by parties, 294–5
    - disregard of choice of law, 281
    - disregard of contract's choice in favour of law not otherwise applicable, 286–7
    - disregard of contract's choice in favour of other applicable law, 283–6
    - disregard of contract's choice of law in favour of international law, 288–9
    - as ground for non-enforcement/invalidity of award, 242, 276–7
    - national law applied over contract choice, 283, 289
    - tribunal develops own legal arguments, 291–4
  - fair hearing, 277, 295–7
  - investment arbitration rules, 273–5
  - limitations on powers, 275–6
  - national law in relation generally, 309
  - parties' comments requested, 295–7

- power as to parties' pleadings, 265–6, 306–7
- procedural irregularity
  - application of international law, 302–3
  - basis for decision at law, 299–302
  - burden of proof, 303–6
  - decision at law or in equity (*ex bono et aequo*), 299
  - as ground for non-enforcement/invalidity of award, 242, 298–9, 303
  - limitations on tribunal powers, 277–8
  - request for further information, 303–6
- procedural rules, 266
- rules of arbitration institutions, 268–72
- arbitration *see* international arbitration
- arbitration agreements
  - invalidity of, 226–7, 238–9
  - national laws on validity, 227–9
  - New York Convention as to validity, 231–4
  - provisions as to tribunal powers, 266–7
  - UNCITRAL Model Law as to validity, 229–31
- arbitration clauses
  - ad hoc clauses, 213
  - admissibility of, 264–5
  - choice of law, 176–7, 181–2, 206–7, 210, 227–8
  - drafting of, 220, 227
  - effect of, 259, 266–7
  - examples, 23–4
  - inclusion of, 123, 240–1, 249, 257, 260, 276–7, 283
  - non-inclusion of, 212
  - severability principle, 145–7
  - time for writing, 212
- Arbitration Institute of the Stockholm Chamber of Commerce (SCC), choice of Rules of, 214, 215, 220
- arbitration institutions, rules of, 268–72
- arbitrators *see* arbitral tribunals
- assignments, restriction of party autonomy, 189–91
- autonomy
  - contract *see* self-sufficiency
  - party *see* party autonomy
- boilerplate clauses
  - examples, 17–18
  - national law and interpretation of, 91
  - use of, 15
  - see also* entire agreement clauses; no oral amendments clauses; no waiver clauses
- burden of proof of procedural irregularity, 303–6
- certainty *see* legal certainty
- choice of forum
  - exclusion of other connected laws, 176–7
  - exorbitant jurisdiction *see* exorbitant jurisdiction
  - forum shopping *see* forum shopping
  - national regulation of, restrictions on
    - under private international law, 162–4
    - under public international law, 164–6
  - party autonomy *see* party autonomy
  - regulation of international jurisdiction in
    - civil cases, 160–2
  - rules generally, 153–8
- choice-of-law clauses
  - admissibility of, 202
  - drafting of, 133
  - effect of, 206, 210
  - erroneous interpretation of, 267, 302–3
  - exclusion of other rules, 176–7
  - inclusion of, 141–2, 144–5, 147, 176, 195–8, 240–1, 249, 254, 262, 283
  - limitations on effect of, 177
  - non-inclusion of, 74, 141–2
  - see also* arbitration clauses
- choice of law rules *see* private international law
- CISG *see* Vienna Convention on the International Sale of Goods
- civil law
  - convergence with common law, 86–90
  - division into Romanistic and Germanic, 81–4
  - French Code overviewed, 85
  - German Code overviewed, 85–6
  - good faith, 13
  - as governing law generally, 84–6
  - models of drafting, 11–12
  - regulation of international jurisdiction, 160–2
- civil procedure
  - ALI/UNIDROIT Principles of Transnational Civil Procedure, 269–70
  - as to enforcement, 156–7
  - ex bono et aequo* decisions, 300
  - as to jurisdiction, 154, 156, 218
  - reform of, 269–70
  - territoriality principle, 220
- classification of claim, 180–1
- clauses *see* drafting
- closest connection to governing law
  - drafting style as, 151
  - presumptions as to, 172
  - rule of, 142

- closest connection to governing law (cont.)
  - strong presumption as to, 173–5
  - weak presumption as to, 173
- collateral, restriction of party autonomy, 189–91
- commercial arbitration *see* international arbitration
- ‘commercial’ defined, 2–3
- common law
  - convergence with civil law, 86–90
  - legal certainty, 81–4
  - models of drafting, 10–14, 142–4
  - see also* English Law
- company law
  - public policy conflict, 249–50
  - restriction of party autonomy, 181–5
- comparative contract law, convergence between national laws, 86–90
- competition law
  - overriding of mandatory rules, 194–5
  - public policy conflict, 252–3
- conflict of laws *see* private international law
- constitutional irregularity as ground for non-enforcement/invalidity of award, 241–2
- contract interpretation *see* interpretation
- contract law
  - conflict rule for, 179–80
  - convergence between national laws, 86–90
  - general principles as soft law, 31–2, 89, 197–8
  - harmonisation of, 34–7, 46, 48, 57, 61–2, 75–7, 152–3, 255–6
  - mandatory rules, 78
  - national *see* national law
  - questions of, 144
  - scope of, 39, 145–6
  - sources of, 34–6
  - ‘Troika’ as general law, 33
  - unilateral declarations, 60
- contracts *see* international commercial contracts
- contractual risk *see* risk
- dispute settlement
  - approach by judge/arbitrator, 25
  - international commercial law in relation, 30
  - see also* international arbitration
- domestic law *see* national law
- drafting
  - approach generally, 8–10
  - autonomy *see* self-sufficiency
  - boilerplate clauses *see* boilerplate clauses
  - choice of law *see* private international law
  - contract interpretation in relation, 25–6
  - demarcation from litigation, 17, 25–6, 30–1
  - examples of clauses, 17–24
  - key issues in, 14–17
  - legal specialisation, 17, 25–6, 30–1
  - litigation in relation, 25–6
  - models for, 10–14
  - national law in relation, 25, 27, 132–3
  - party autonomy, 144
  - process of, 15, 25
  - self-sufficiency *see* self-sufficiency
  - uncertainty *see* legal uncertainty
  - use of common law models, 142–4
  - verification of final draft, 16–17
- early termination clauses
  - examples, 22
  - harmonisation of rules, 51–2
  - national law and interpretation of, 102–4
- embargo rule, public policy conflict, 254–6
- employment law *see* labour law
- encumbrances, public policy conflict with, 251–2
- enforcement
  - of agreements *see* arbitration agreements
  - of awards *see* arbitral awards
- English Law
  - legal certainty, 81–4
  - literal interpretation, 139
- entire agreement clauses
  - examples, 18–19
  - harmonisation of rules, 47–50
  - national law and interpretation of, 91–2
- European contract law *see* contract law, harmonisation
- excess of power *see* arbitral tribunals
- exclusion of liability, subject to contract clauses, 99–102
- exorbitant jurisdiction
  - definition of, 157
  - Yukos* case as example *see* *Yukos* case
- factual benefit, amendment agreements, 122–3
- fair dealing *see* good faith
- fair hearing, 277, 295–7
- firm offers *see* irrevocability clauses
- force majeure*
  - choice between contracts, 115–16
  - non-mandatory national rules in relation, 109–10
  - supplier’s failure, 110–15

- forum shopping
  - definition of, 135, 154
  - incentive for, 158
  - selection of arbitrators as, 130
  - Yukos* case as example *see Yukos* case
- French Civil Code overviewed, 85
- fundamental principles of public policy (*ordre public*), 247–9
- further information request as to procedural irregularity, 303–6
- general principles of law
  - as harmonising tool, 41–3, 58–9
  - as source of law, 31–2
- German Civil Code overviewed, 85–6
- Germanic law
  - division of, 81–4
  - purposive interpretation, 139–40
- ‘good commercial practice’, self-sufficiency, 77–8
- good faith
  - civil law, 13
  - ICJ decisions as to, 59–61
  - international commercial law in relation, 28–9
  - interpretation based on, 29
  - overriding of mandatory rules, 197–8
  - public policy conflict, 254–6
  - sources of law as to, 52–6
  - subject to contract clauses, 96–9
- governing law *see* closest connection to governing law; national law
- governing law clause, 144–5
- hardship clauses, non-mandatory national rules in relation, 116–17
- harmonisation
  - contract law, 34
  - examples, 47–52
  - general principles of law, 41–3, 58–9
  - international commercial law, 41, 57
  - international principles and rules, 43–6
  - private international law, 135
  - Trans-Lex database as tool, 52–6
- INCOTERMS overviewed, 38–9
- insolvency
  - public policy conflict, 250–1
  - restriction of party autonomy, 186–7
- insurance
  - overriding of mandatory rules, 196–7
  - public policy conflict, 254
- integration clauses *see* entire agreement clauses
- ‘international’ defined, 3–5
- international arbitration
  - agreements *see* arbitration agreements
  - arbitrability *see* arbitrability rule
  - assumption as to judge’s/arbitrator’s understanding of rules on interpretation, 140–1
  - awards *see* arbitral awards
  - choice of forum *see* choice of forum
  - classification of claim, 180–1
  - commercial arbitration overviewed, 212
  - as dispute settlement mechanism, 210, 224
  - forms of, 213–16
  - forum shopping *see* forum shopping
  - generally, 210–12
  - interpretative approaches by, 127–30
  - national arbitration distinguished, 216–18
  - national law in relation, 216, 218–19
  - and national law of place of arbitration, 219–20
  - non-arbitrability *see* arbitrability rule
  - private international law *see* private international law
  - selection of arbitrators, importance of, 130–2
  - territoriality principle, 220–1
  - transparency, 131–2
  - tribunals *see* arbitral tribunals
  - uniform approach to contract interpretation, 123–5, 132
  - as unitary system, 125–7
  - see also* UNCITRAL Arbitration Rules; UNCITRAL Model Law on International Arbitration
- international commercial contracts
  - author’s analytical approach, 1, 308
  - autonomy *see* self-sufficiency
  - choice between, 115–16
  - ‘commercial’ defined, 2–3
  - definition of, 1–2
  - distinctiveness of, 308–9
  - drafting *see* drafting
  - ‘international’ defined, 3–5
  - introduction to, 1
  - national law in relation generally, 27–31
  - performance *see* performance
  - practice *see* drafting
  - public international law aspect, 5–7
- international commercial law
  - conflict with national law, 64
  - consolidation of, 30

- international commercial law (cont.)
  - dispute settlement in relation, 30
  - efficiency of, 28
  - gaps in, 69–70
  - good faith, 28–9
  - as harmonising tool, 41, 57
  - as interpretative tool, 28–30
  - national law in relation generally, 27–31
  - need for predictability, 30–1
  - open character of, 30
  - overriding of national law, 61–2, 74
  - public international law in relation, 7
  - sources of, 31–3
  - see also* comparative contract law; international principles and rules
- International Court of Justice (ICJ) decisions as
  - to good faith, 59–61
- international jurisdiction *see* choice of forum
- international principles and rules
  - efficacy of, 27–8
  - as harmonising tool, 43–6
  - national law in relation, 27–8
  - sector-specific rules, 37–8
  - as source of law, 41
  - ‘Troika’ of core rules, 30
  - see also* specific principles and rule sets
- international treaties and conventions as
  - source of international commercial law, 31–2
- interpretation
  - arbitration *see* international arbitration
  - drafting in relation, 25–6
  - literal interpretation in English Law, 139
  - purposive interpretation in Germanic law, 139–40
- investment arbitration
  - establishment of, 6, 170
  - rules, 273–5
- investment disputes, growth of, 7
- investment protection and national law in relation, 7
- irrevocability clauses
  - mandatory national rules in relation, 118
  - revocation, 118–19
  - revocation and reliance, 119–20
- labour law
  - overriding of mandatory rules, 195–6
  - public policy conflict, 254
- lawyers, demarcation between drafting and litigation, 17, 25–6, 30–1
- legal capacity
  - as ground for non-enforcement/invalidity of award, 239–41
  - restriction of party autonomy, 185
- legal certainty
  - England & Wales, 81–4
  - need for, 30–1
- legal risk *see* risk
- legal uncertainty
  - creation of, 16
  - as risk, 16
- letters of intent, subject to contract clauses, 102
- lex arbitri*
  - arbitral procedure, 220–1
  - challenge to arbitral award, 221–2
  - enforcement of arbitral award, 222–3
  - violation of public policy of, 284
- lex fori*
  - application of choice-of-law rules of, 171–2
  - Rome I Regulation, 175–6
  - violation of public policy of, 202–3
  - see also* forum shopping
- lex mercatoria*
  - codification via Trans-Lex database, 52
  - as source of law, 31–2, 56–7
- liability *see* exclusion of liability
- liquidated damages clauses
  - models of drafting, 14
  - non-mandatory national rules in relation, 106–9
  - overview of, 23–4
- litigation and drafting in relation, 17, 25–6, 30–1
- mandatory rules of national law
  - contract terms in relation, 117–18
  - overriding of
    - examples, 194–9
    - generally, 61–2, 74, 191–4
    - third states, 198–9
- merger clauses *see* entire agreement clauses
- national arbitration and international
  - arbitration distinguished, 216–18
- national law
  - adequacy, 27
  - arbitrability rule in relation *see* arbitrability rule
  - choice of governing law *see* private international law
  - civil law *see* civil law
  - common law *see* common law

- conflict with international law sources, 64
- contract practice in relation, 25
- convergence between laws, 86–90
- drafters' continuing disregard of, 132–3
- impact generally, 80–1
- international arbitration in relation
  - see* arbitral awards; arbitral tribunals; international arbitration
- international commercial law in relation
  - generally, 27–31
- international contract in relation
  - generally, 309
- interpretation of contract terms, 90
- investment protection in relation, 7
- mandatory rules *see* mandatory rules of national law
- non-mandatory rules *see* non-mandatory rules of national law
- overriding of *see* mandatory rules of national law
- primacy of, 28–9
- private international law in relation, 62–4, 134–5
- self-sufficiency in relation, 14, 17, 26
- as source of international law, 31–2
- transparency, 137–8, 155–6
- see also* closest connection to governing law
- New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards
  - more-favourable-law provision, 236–7
  - national law in relation, 234–5
  - validity of agreements, 231–4
- no oral amendments clauses
  - examples, 20
  - national law and interpretation of, 94
- no waiver clauses
  - examples, 19–20
  - harmonisation of rules, 50
  - national law and interpretation of, 92–3
- non-arbitrability *see* arbitrability rule
- non-mandatory rules of national law,
  - contract terms in relation, 104–5
- non-performance *see* performance
- ordre public see* public policy
- overriding of national rules *see* mandatory rules of national law
- party autonomy
  - applicability of, 152
- arbitrator autonomy distinguished,
  - 279–80
- assessment of scope of, 207, 210, 285
- drafters' use of, 144
- enhancement of, 205
- exercise of, 147, 285
- extension of, 63
- as main conflict rule, 134–6, 171, 278–9
- non-applicability of, 63
- non-exercise of, 153
- overriding of mandatory rules
  - examples, 194–9
  - generally, 191–4
- restriction of
  - examples, 191
  - generally, 153, 177, 181, 206, 286
  - provisions as to, 4, 206, 253–4
  - scope of, 145–6, 177–80, 249, 251
- performance
  - illegality of, 200–2
  - impossibility of, 199–200
- predictability *see* legal certainty
- Principles of European Contract Law (PECL)
  - autonomous interpretation of, 69–70
  - gaps in, 69–70
  - good faith, 52–6
  - as harmonising tool, 43–6
  - overview of, 34–7
  - Trans-Lex database, 52–6
  - 'Troika' of core rules, 30
- Principles of International Commercial Contracts (UPICC)
  - autonomous interpretation of, 69–70
  - choice between contracts, 70–1
  - good faith, 52–6
  - as harmonising tool, 43–6
  - national law in relation, 68–9
  - overview of, 34–7
  - Trans-Lex database, 52–6
  - 'Troika' of core rules, 30
- private international law
  - and arbitration
    - applicable law, 207–9
    - generally, 203–5
    - relevance, 205–6
  - assumption as to judge's/arbitrator's understanding of rules on interpretation, 140–1
  - choice of forum *see* choice of forum
  - choice of international law, 152–3

- private international law (cont.)
  - choice of law generally, 136–7, 151–2
  - choice of one party's law, 137
  - criteria for choice of law, 137–8
  - differing national approaches, 134–5
  - disregard of choice of law *see* arbitral tribunals
  - drafting style as closest connection to governing law, 151
  - drafting style as partial choice of law, 145–7
  - drafting style as tacit choice of law, 147–50
  - Governing Law clause, 144–5
  - governing law not chosen, 153
  - harmonised rules, 135
  - literal interpretation in English Law, 139
  - overriding of national law, 62–4
  - party autonomy *see* party autonomy
  - purposive interpretation in Germanic law, 139–40
  - sources of, 134
  - tacit choice of English law, 141–2
  - see also* closest connection to governing law; tacit choice of law
- procedural irregularity *see* arbitral tribunals
- proof of procedural irregularity, 303–6
- property claims
  - public policy conflict, 251–2
  - restriction of party autonomy, 187–9
- public international law
  - general principles as source of law, 31–2
  - international commercial law in relation, 7
  - relevance generally, 5–7
  - unilateral declarations in, 59–61
  - violation allegations, 7
- public policy (*ordre public*)
  - conflict with
    - conflict over principles, not rules, 246–7
    - as ground for non-enforcement/invalidity of award, 243
  - fundamental principles, 247–9
  - international *ordre public* and positive *ordre public* in relation, 243–5
  - of *lex arbitri*, 284
  - 'truly international *ordre public*', 245
  - violation of, 202–3
- Representations and Warranties, non-mandatory
  - national rules in relation, 105–6
- request for further information as to procedural irregularity, 303–6
- restatements of principles: *see* international principles and rules
- revocation of offer *see* irrevocability clauses
- risk
  - acceptance of, 14–15, 25, 28, 57, 128
  - allocation of, 39, 70, 103–4, 111–14, 200
  - assessment of, 11–12, 17, 30–1, 89, 105
  - assumption as to, 74, 176, 308–9
  - awareness of, 80
  - bearing of, 39–40, 67–8
  - caveat emptor*, 83–4
  - danger of, 170, 186
  - force majeure*, 109–10
  - minimisation of, 8, 189–90
  - non-acceptance of, 40
  - transfer of, 37–9
  - uncertainty as, 16, 125
- Romanistic law, division of, 81–4
- Russia *see* *Yukos* case
- security interests
  - public policy conflict, 251–2
  - restriction of party autonomy, 189–91
- self-sufficiency
  - aim of, 1, 8–9, 14, 56–7, 176, 308–9
  - arbitration in relation *see* international arbitration
  - assumption as to, 124–5
  - autonomous contract, 74–5
  - compatibility with, 44
  - examples of clauses, 17–24
  - 'good commercial practice', 77–8
  - impression of, 134–5, 205
  - legal framework for, 309
  - national law in relation, 14, 17, 26, 309
  - non-achievement of, 14, 26, 52, 132–3
  - parties' influence on, 136–7
  - promise of, 93
  - reliance on, 14
  - standard contracts, 75–7
- severability principle as to arbitration clauses, 145–7
- soft law as source of law, 31–2
- standard contracts
  - adaption of, 308–9
  - examples of, 55–6
  - self-sufficiency, 75–7
  - as soft law, 31–2
  - use of, 143
- standardisation of laws *see* international commercial law



- state law *see* national law
- subject to contract clauses
  - examples, 20–2
  - exclusion of liability, 99–102
  - harmonisation of rules, 51
  - letters of intent, 102
  - national law and interpretation of, 94–5
  - negotiations in good faith, 96–9
  - supplier's failure, *force majeure*, 110–15
- tacit choice of law
  - drafting style as tacit choice of law, 147–51
  - English law as, 141–2
  - rule of, 142
- territoriality principle and international arbitration, 220–1
- third states, overriding of mandatory rules of, 197–8
- trade usages *see lex mercatoria*
- Trans-Lex database
  - as harmonising tool, 52–6
  - ICJ decisions as to good faith, 59–61
- transnational law *see* international commercial law
- transnational rules *see* international principles and rules
- transparency
  - arbitration generally, 131–2
  - arbitrator selection, 130
  - national law generally, 137–8, 155–6
- tribunals *see* arbitral tribunals
- 'Troika' of core standardised rules
  - as general law of contract, 33
  - list of, 30
- UCP 600
  - gaps in, 69–70
  - national law in relation, 64–8
  - overview of, 39–40
- ultra vires* (excess of power) *see* arbitral tribunals
- uncertainty *see* legal uncertainty
- UNCITRAL Arbitration Rules
  - choice of, 4
  - as source of law, 37–8
- UNCITRAL Model Law on International Arbitration
  - 'international' defined, 4–5
  - as source of law, 37–8
  - validity of agreements, 229–31
- unilateral obligation, amendment agreements, 121–2
- UPICC *see* Principles of International Commercial Contracts
- usages or customs of trade *see lex mercatoria*
- Vienna Convention on the International Sale of Goods (CISG)
  - autonomous interpretation of, 69
  - as expression of transnational law, 71–4
  - 'international' defined, 3
  - overview of, 33–4
  - 'Troika' of core rules, 30
- Washington Convention on the Settlement of Investment Disputes between States and Nationals of other States 1965 (ICSID), investment arbitration provisions, 6
- winding up, restriction of party autonomy, 186–7
- Yukos* case
  - consequences of violation of exorbitant jurisdiction rules, 170–1
  - decision, 168–70
  - as exorbitant jurisdiction, 158
  - as forum shopping, 158
  - legal question of exorbitant jurisdiction, 160
  - public international law aspect, 166–8