

# STRATEGIES FOR DRAFTING INTERNATIONAL CONTRACTS

## TABLE OF CONTENTS

	Pag.
Comment by Leonel Pereznieto	VII
Introduction	IX
Chapter 1	
SPECIFIC PROBLEMS OF INTERNATIONAL CONTRACTS	3
Chapter 2	
REGULATION OF INTERNATIONAL CONTRACTS IN MEXICAN LAW	
2.1 Perfection and form of the contract	11
2.2 Effects and construction	13
2.3 Authority and representation of the parties	16
Chapter 3	
SOLUTIONS TO THE PROBLEMS OF INTERNATIONAL CONTRACTS	
3.1 Choice of law	23
3.1.1 Effects of the choice of law clause	25
a) Formation of the contract	25
b) Contract form	25
c) Effects of the contract	26
3.1.2 Limitations to the parties' power to choose the applicable law	27
a) Properties located in Mexican territory	27
b) <i>In rem</i> rights	28
c) Companies incorporated under Mexican law	28
d) National and international public policy	28
e) Mandatory laws	31
3.1.3. Factors to consider when choosing the applicable law	32
3.1.4 <i>Depeçage</i>	35
3.1.5. The exclusion of conflict rules	37
3.2 Choice of forum	39
3.2.1 Factors to consider in the choice of forum	41
a) Location of assets	42
b) <i>In rem</i> and <i>in personam</i> causes of action	43
c) The importance of personal service of process	43
d) Jurisdiction	44
e) Public policy	45
3.3 Arbitration clause	46
3.3.1. Elements of the agreement to arbitrate	48
a) Arbitrable controversies	48
b) Procedural rules	49
c) Managing institution	52

d) The power to issue a ruling according to equity	53
e) Number and appointment of the arbitrators	53
f) Applicable law	54
g) Siege of the arbitration	56
h) Language of the arbitration	58
3.3.2. Deciding between arbitration and choice of forum	58
a) Enforcement of the award	58
b) Cost	60
c) Confidentiality	60
d) Timing	60
Chapter 4	
UNIFORM LAW AND <i>LEX MERCATORIA</i>	
4.1 Uniform law	63
4.1. UN Convention on International Sale of Goods	64
4.1.2. Interamerican Convention on the Law Applicable to International Contracts	68
4.2 Lex Mercatoria	71
4.2.1. UNIDROIT Principles	72
4.2.3. Useful tools for drafting international contracts	74
CONCLUSION AND CURRENT TRENDS	79
BIBLIOGRAPHY	81