

Trading Goods Internationally: a Course for Translators

from 18 to 20 June 2013





Introduction

International sales of goods differ from domestic sales in a number of ways: the transport of goods under the carrier's custody generally spans long distances; the risks involved are greater; and the transaction is normally irreversible, in that the physical return of the goods to the seller is unlikely to be a realistic option in practice. Furthermore, because of its nature, the transaction might be subject to different jurisdictions and legal systems. Such transactions often require the translation of contracts, transport and payment documents that include terminology also used in international trade law (export-import, insurance, customs, etc.).

Aims

The main purpose of this course is to provide translators with a good understanding of international sales on shipment terms, including the most up-to-date information on the practical and legal aspects of international transactions, with a view to successfully addressing related translation problems. Participants will be able to familiarize themselves with relevant international trade tools used to:

- Allocate the rights and responsibilities of exporters and importers regarding arrangements and payment for the delivery of goods;
- Secure payment by the buyer of the merchandise contracted;
- Protect the buyer against the non-performance of contractual obligations by the seller.

Participants

Translators, revisers, MA translation students who have completed some economic and/or legal translation courses, and anyone interested in terminology and documentation on international trade transactions.

Supervision

Prof. Fernando PRIETO RAMOS, FTI, University of Geneva.



Programme

Session 1

Features of international sales of goods

18 June 2013 | 18.30-20.30

- International sales of goods: the basics
- The legal regime governing international transport
- Commercial functions of transport documents

Session 2

INCOTERMS 2010

19 June 2013 | 18.30-20.30

- The legal nature of Incoterms
- Particular considerations regarding Incoterms
- How to choose an Incoterm

Session 3

Payment methods in international trade

20 June 2013 | 18.30-20.30

- Payment in advance and open account
- Documentary credits

Instructor

Dr Carlos Moreno, UNCTAD's Senior Legal Adviser and lecturer in Law for translators at the FTI. He is a former Head of the Transport Division of the International Chamber of Commerce (Paris), has practiced international trade and transport law in a Madrid-based law firm, and has taught international maritime and commercial law at the World Maritime University (Malmö, Sweden). He holds a Law degree from the University of Seville, a Master's degree in Maritime Law from the University of Wales (LL.M.), and a Ph.D. in Law from the University of Geneva.

Language

The course will be given in English, with some references to French and Spanish terminology.

Practical Information

Registration

Online registration (or pdf registration form to be downloaded) before **6 June 2013**:
www.unige.ch/formcont/tradinggoods

Tuition fees

CHF 280.- (students: CHF 180.-)

To be paid upon receipt of the letter confirming your registration.

Place

FTI – Faculté de traduction et d'interprétation
Université de Genève – UniMail
Boulevard du Pont-d'Arve 40 – 1211 Genève 4

- The room number in UniMail will be indicated in the letter confirming your registration for the course.
- Public transport: tram 15 (stop: UniMail). Parking available.
- Map: www.unige.ch/presse/static/plan/mail.html

Certificate of attendance

A certificate of attendance will be issued, on request, to course participants.

For further information

Véronique SAURON
FTI – Université de Genève
Boulevard du Pont d'Arve 40 – 1211 Genève 4
Tel. 022 379 86 76 | Fax 022 379 87 50
veronique.sauron@unige.ch

www.unige.ch/formcont/tradinggoods

Service formation continue

Université de Genève | CH-1211 Genève 4
Tél: +41 (0)22 379 78 33 | Fax: +41 (0)22 379 78 30
info-formcont@unige.ch

www.unige.ch/formcont