



WHO WE ARE

The Commission on Commercial Law and Practice (CLP) facilitates international trade and promotes a balanced self-regulatory and regulatory legal framework for international business-to-business (B2B) transactions. The Commission's mandate is to set global business standards for international B2B transactions and provide global business input on commercial rules developed by intergovernmental organizations.

The Commission works with some of the key intergovernmental organizations in this area on a regular basis: UNCITRAL (the UN Commission on International Trade Law), UNIDROIT (the International Institute for the Unification of Private Law), and the Hague Conference on Private International Law.

The work of the Commission consists of :

- setting global business rules and standards that companies apply to millions of international B2B transactions every day;
- creating model contracts that facilitate trade between countries at all stages of development and between companies of all sizes and sectors;
- conveying business views to governments and intergovernmental bodies on issues related to commercial law and practice; and
- providing leadership for the development of B2B self-regulation for an increasingly globalized market.

CURRENT PRIORITIES

- Develop a training programme on the new ICC Principles to Facilitate Commercial Negotiations.
- Prepare and launch new model contracts and guides, including on construction joint ventures and consortia, and refresh existing publications to reflect current business practices, including the increasing importance of sales of digital goods.
- Make business recommendations to improve the legal framework for international procurement.
- Provide global business views to European legislators on the proposal for a regulation to introduce an optional Common European Sales Law.
- Contribute to rule-making by The Hague Conference on Private International Law and the European Commission on specific jurisdiction and applicable law issues relevant to business.
- Develop practical tools and expert guidance to promote the effective use of the Incoterms® 2010 rules globally, including through development of guidance on the implications of the rules for the transport community.

CONTACT

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RECENT ACHIEVEMENTS & PUBLICATIONS

- *Incoterms® 2010*
- *Incoterms® 2010 Q&A book* (2012)
- *ICC Anti-corruption Clause* (prepared in collaboration with the Commission on CSR and Anti-corruption) (2012)
- ICC Position on the EC Proposal for a Common European Sales Law (CESL) (2012)
- Revised *ICC Model International Sale Contract* (2013)
- New interactive digital version of the *ICC Model International Sale Contract* (2013)
- *ICC Principles to Facilitate Commercial Negotiation* (2013) (English, followed by French, German, Italian and Spanish and other translations in 2014)
- ICC guidebook, *Using Franchising to Take Your Business International* (2014)
- *Notes from the Field – Negotiating Around the World* booklet (2014)
- *Incoterms® 2010* live trainings conducted at IHQ and ICC NCs around the world

Other selected model contracts and clauses prepared by the Commission include :

- *ICC Model Confidentiality Agreement*
- *ICC Model International Franchising Agreement*
- *ICC Model Occasional Intermediary Contract – Non-Circumvention and Non-Disclosure Agreement*

CURRENT LEADERSHIP

Chair

Fabio Bortolotti
Partner, Buffa, Bortolotti & Mathis (Italy)

Vice-Chairs

Christian Steinberger
Head of Legal Services, German Engineering Federation - VDMA (Germany)

Ercüment Erdem
Partner, Erdem & Erdem; Professor of Commercial Law, Galatasaray University (Turkey)

HOW TO BECOME A MEMBER

ICC, as the foremost business rule-maker for international trade, sets voluntary rules that companies from all parts of the world apply to millions of transactions every year. Commission membership provides unique benefits and strategic advantages including participation in developing these rules/policies as well as opportunities to collaborate with experts from its member companies and ICC's network of national committees. Joining ICC makes good business sense and is simple to do through one of two ways:

By affiliation through the ICC National Committee or Group in your country. [Click here](#)

By direct membership through the ICC International Secretariat when a national committee/group has not yet been established in your country/territory. [Click here](#)