

# *Curriculum vitae*

## of MARCO TORSERLO

born: July 18<sup>th</sup>, 1969

*Full Professor of Law* | University of Verona ([marco.torsello@univr.it](mailto:marco.torsello@univr.it))

*Global Professor of Law* | New York University, School of Law – Law-Abroad Program in Paris ([marco.torsello@nyu.edu](mailto:marco.torsello@nyu.edu))

*Partner* | ARBLIT – Radicati di Brozolo Sabatini Benedettelli Torsello ([marco.torsello@arblit.com](mailto:marco.torsello@arblit.com))

### CURRENT ACADEMIC POSITIONS

<b>University of Verona</b>	<b>Full Professor of Comparative Private Law.</b> Rector's Delegate for Students' Affairs and International Mobility. Scientific Coordinator of the Center of Excellence "IUSTeC" ( <i>Law, Technology and Social Change</i> ) Member of the Scientific Committee of the PHD Program in " <i>European and International Legal Studies</i> ".
<b>New York University</b>	<b>Global Professor of Law</b> , Law-Abroad Program, Paris (France). Course: <b>European Business Law</b> , since 2014.
<b>Polytechnic Univ., Milan</b>	<b>Adjunct Professor</b> , at the <i>School of Management</i> , MIP – Politecnico di Milano, since June 2016.
<b>Univ. La Sapienza, Rome</b>	Member of the <b>Expert Committee</b> of the <b>Master</b> program in <b>International Business Law</b> , at the School of "Diritto ed Economia delle Attività Produttive", La Sapienza University, Rome, since 2022.
<b>Univ. Roma Tre, Rome</b>	<b>Adjunct Faculty Member</b> , <i>Certificate in International Commercial and Investment Arbitration</i> , University Roma Tre, Rome, since 2019.

### FELLOWSHIPS AND AFFILIATIONS

Associate Member, **International Academy of Comparative Law**.  
Member, **SIRD – Società Italiana per la Ricerca nel Diritto Comparato**.  
Member, **ICC Commission on Arbitration and ADR**.  
Member, **ICCA – International Council for Commercial Arbitration**.  
Member, **Arbit – Italian Forum for Arbitration and ADR**.  
Member, **AIA – Associazione Italiana per l'Arbitrato**.  
Member, **IBA – International Bar Association** (Committees: *Arbitration, Litigation, International Sales*).  
Member, **ELI – European Law Institute**.  
Member, **EAPIL – European Association of Private International Law**.  
Member, **ASADIP – Asociación Americana de Derecho Internacional Privado**.  
Member of the Scientific Editorial Board (Milan), *Diritto del commercio internazionale*.  
Member of the Scientific Committee, **Il Foro Padano**.

### CURRENT AND PAST PARTICIPATIONS IN RESEARCH AND EDITORIAL PROJECTS:

2022-2025	Coordinator of the Research team of the University of Verona working on the 36-month Project of Nationwide Relevance (PRIN) financed by the Italian Ministry of University and Research " <i>About the Origin. Identity, Authenticity and Contradictions of Food</i> ". Participating institutions: University "G. d'Annunzio" of Chieti-Pescara, University of Gastronomic Sciences, University "Aldo Moro" of Bari, University of Bologna, University of Verona.
2023-2025	Member of the Research team of the University of Verona working on the 24-month Project of Nationwide Relevance (PRIN) financed by the Italian Ministry of University and Research "U.d.r. – University Dispute Resolution". Participating institutions: University of Bologna, University of Verona.
2018-2022	Scientific Coordinator of the Law School's Center of Excellence "IUSTeC" ( <i>Law, Technology and Social Change</i> ), funded by the Italian Ministry of Education, Universities and Research (2018-2022).
2018-2022	" <i>ARRT – Autonomy and Regulation in Transnational Business Relations</i> " – Research project within the Center of Excellent "IUSTeC" on Law, Technology and Changes of the School of Law of the University of Verona.
2018-2022	" <i>Legal Video-Library</i> " – Project for creating a collection of video-clips on legal matters within the framework of the Laboratory IDEA on Innovative Teaching Techniques of the School of Law of the University of Verona.
2018-2021	" <i>ToP – Transnational Protocols: A Cooperative Tool for Managing Cross-Border Insolvency</i> " , Justice Program (Call: JUST-AG-2017, Topic: JUST-JCOO-AG-2017) financed by the European Commission, Directorate-General Justice and Consumers, Grant Agreement No. 800803.
Current	Italian Reporter for the project: " <i>Common Core of European Private Law</i> ", Working Group on <i>Contract Remedies</i> (co-authored with Guido Smorto).
2019-2022	Director, Summer School in " <i>Transnational Commercial Law &amp; ESG Sustainability</i> " (formerly, " <i>Transnational Commercial Law &amp; Technology</i> ", " <i>Transnational Commercial Law, Arbitration, and Litigation</i> ").
2014-2022	Director, Post-graduate Course in <i>Transnational and Comparative Food Law</i> .

2015-2017	Collection of national case-law on international commercial arbitration for a research project (and publication) coordinated by the Center for Transnational Litigation, Arbitration, and Commercial Law, New York University, School of Law.
2011-2015	<i>"EuRoSurge. European Robotic Surgery"</i> (Scientific Coordinator: Prof. Paolo Fiorini), FP7 - European Community's VII Framework Programme ( <i>Grant Agreement n. 288233</i> ), with focus on the acquisition of relevant information and the development of databases on legal aspects involved in the implementation of robotic systems in surgery.
2011-2015	<i>"I-Sur. Intelligent Surgical Robotics"</i> (Scientific Coordinator: Prof. Paolo Fiorini), within the framework of FP7 - European Community's VII Framework Programme ( <i>Grant Agreement n. 270396</i> ), with focus on the study of legal aspects of the implementation of robotic systems in surgery.

#### **TEACHING POSITIONS AND VISITING PROFESSORSHIPS**

<b>New York University</b>	Since 2014 (except for 2021, due to Covid-19): <b>Global Professor of Law</b> , Law-Abroad Program in Paris for Law School's JD students. Course taught: <b>European Business Law</b> . Fall 2015: <b>Hauser Global Visiting Professor</b> . Courses: <b>International Sales; International Commercial Agreements in Practice</b> . Fall 2011: <b>Hauser Global Visiting Professor</b> . Courses: <b>Comparative Private Law; International Commercial Agreements in Practice</b> .
<b>MIP - Politecnico Milan</b>	Since 2010: Instructor of <b>International Business Law, International Full-Time MBA</b> . Since 2014: Instructor of <b>Business Law, International Part-Time MBA</b> . Since 2016: Instructor of <b>Business Law, Executive MBA / International I-Flex MBA</b> . Since 2021: Instructor of <b>Contract Law, Executive Program in Supply Chain Management (SCM)</b> . Instructor of <b>Business Law / Contract Law for Professional Procurement Courses</b> (Unicredit, 2010; Italcementi, 2011/2012; Mediolanum, 2013; Siram, 2014; Astaldi, 2016; Unicredit, 2019/2020; ENI, 2021/2022; Enel, 2023).
<b>Univ. "L. Bocconi" Milan</b>	2023/2024: Instructor, <b>Executive course SDA Bocconi in International Arbitration and Risk Management</b> ; class on <b>"The Enforcement of Domestic and Foreign Awards"</b> .
<b>Univ. "La Sapienza" Rome</b>	Since 2022/2023: Member of the <b>Experts' Committee</b> of the <b>Master Program in "Diritto del commercio internazionale"</b> (International Business Law). <i>Instructor</i> within Module I ( <i>Fundamentals of International Business Law</i> ) - Classes on <b>"Introduction to International Arbitration"</b> (4 h.), and <b>"Export Financing"</b> (4 h.). <i>Scientific Coordinator</i> of Module III ( <i>International Business Law. The International Practitioners' Perspective</i> ). Instructor of Section on <b>International Arbitration</b> (16 h.).
<b>Univ. Roma Tre, Rome</b>	Since 2020: Lecturer in the course <i>Certificate in International Commercial and Investment Arbitration. Theory and Practice</i> , organized by the Law School of Roma Tre University and AIA – Associazione Italiana per l'Arbitrato, in partnership with ICC – International Chamber of Commerce and CAM – Milan Chamber of National and International Arbitration. Lecture on: <i>Independence and Impartiality of Arbitrators: Disclosure, Challenges, Removals</i> .
<b>Bucerius Law School</b>	Fall 2017: <b>Visiting Professor of Law</b> at Bucerius Law School, Hamburg (Germany). Course: <b>International Commercial Agreements in Practice</b> .
<b>Univ. "Cattolica", Milan</b>	Spring Sem. 2015 – 2016: <b>Visiting Professor of Transnational Commercial Law</b> .
<b>Univ. Sciences Po, Paris</b>	Spring 2015: <b>Visiting Professor</b> , École de droit. Course: <b>International Contracts</b> .
<b>Bologna Business School</b>	Spring Sem. 2015 – 2016: <b>Visiting Professor of Business Law</b> .
<b>Univ. Paris Ouest</b>	2006 to 2013: 1-month Visiting Professorship ( <i>Professeur invité</i> ). Course: <b>Droit international privé</b> .
<b>Fordham University</b>	Fall 2012: Visiting Professor. Course: <b>International Commercial Agreements</b> .
<b>Univ. of Pittsburgh</b>	Fall 2010: Visiting Professor of Law. Course: <b>European Private Law</b> .
<b>Columbia Law School</b>	2004/05 BNL Visiting Professorship. Courses: <b>International Commercial Contracts; European Private Law</b> .
<b>Loyola Law School L.A.</b>	Spring Sem. 2007 - 2010: Visiting Professor of <b>International Commercial Contracts</b> , Master of Laws in <i>American Law and International Legal Practice</i> , Loyola Law School Los Angeles, Bologna program (Italy).
<b>Univ. Western Ontario</b>	January 2007: January Term Visiting Professor of <b>Comparative European Private Law</b> .
<b>Loyola Univ. Chicago</b>	June-July 2006: Visiting Professor of <b>International Trade Law</b> , Teaching Abroad Program in Strasbourg.

<b>University of Trento</b>	Spring Sem. 2005, 2007, 2008: Professor of <b>International Commercial Law</b> .
<b>University of Bologna</b>	Oct. 2002 – Oct. 2011: <b>Researcher-Professor of Comparative Private Law</b> (tenured position).
<b>University of Verona</b>	1998/99-2001/02: Professor of <b>International Trade Law</b> . the Faculty of Law. 2001/02; 2004/05-2010/11: Professor of <b>Comparative Private Law</b> .
<b>University of Padova</b>	2000-2009: Professor of <b>International Contracts</b> , Postgraduate program in International Business Law.

#### **VISITING SCHOLARSHIPS**

<b>Max-Planck-Institut</b>	Aug. 2005 – Jan. 2006: <b>Visiting Scholar (Gast)</b> .
<b>Columbia Law School</b>	Aug. 2003 – Jan. 2004: <b>Visiting Scholar</b> .

#### **CORE PROFESSIONAL BACKGROUND AND QUALIFICATIONS**

<b>Jan. 2017 – Present</b>	<i>Partner, ARBLIT – Radicati di Brozolo Sabatini Benedettelli Torsello</i> (Milan – Bologna)
<b>30 Jan. 2015</b>	Admitted to practice before the Italian Supreme Court ( <i>Corte di Cassazione</i> )
<b>Jul. 2014 – Dec. 2016</b>	<i>Of Counsel</i> , Studio ARBLIT (Milan).
<b>Apr. 2006 – Dec. 2016</b>	<i>Partner</i> , Studio Vanz-Torsello (Bologna-Milan).
<b>Sep. 1998 – Apr. 2006</b>	<i>Senior Associate</i> , Studio Galgano (Bologna-Milan).
<b>25 Jul. 1997</b>	Admitted to Bar, Bologna, Italy ( <b>top 1 %</b> ).
<b>Mar 1994 - Sep. 1997</b>	<i>Junior Associate</i> , Studio Jacchia (Bologna).

#### **APPOINTMENTS IN INTERNATIONAL ORGANIZATIONS**

<b>UNCITRAL</b>	<b>Italian Delegate at UNCITRAL - United Nations Commission on International Trade Law - Working Group on International Contract Practices</b> . Vienna, December 2000.
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#### **LEGAL EDUCATION**

<b>1997/98</b>	<b>LL.M. in “European Business Law”</b> - <i>Pallas Consortium</i> , (Univ. of Nijmegen, NL). Final grade: “A”.
<b>March 15, 1994</b>	<b>JD summa cum laude</b> (110/110 e Lode) Univ. of Bologna.

#### **RELEVANT PUBLICATIONS**

<b>(forthcoming)</b>	Comment on <i>Articles 30-34 CISG</i> , in P. MANKOWSKI, M. LEHMANN, G. CUNIBERTI (eds), COMMERCIAL LAW (in INTERNATIONAL AND EUROPEAN BUSINESS LAW Series, by R. SCHULZE and M. LEHMANN) (2 <sup>nd</sup> edn, Baden-Baden, 2024).
<b>(forthcoming)</b>	<i>La sede nell’arbitrato internazionale</i> , in M.B. DELI, M. COCCIA (eds), L’ARBITRATO INTERNAZIONALE (2024).
<b>(forthcoming)</b>	<i>Assignment of the Arbitration Agreement</i> , in F. FERRARI, P. MARTINEZ-FRAGA (eds.), TEACHING INTERNATIONAL ARBITRATION GLOBALLY (2023).
<b>2024</b>	INTERNATIONAL COMMERCIAL COURTS: A PARADIGM FOR THE FUTURE OF ADJUDICATION? (ed., with A. HENKE AND E. ZUCCONI GALLI FONSECA) (ESI, Napoli, 2024).
<b>2024</b>	<i>The Strange Case of the Italian Specialized Commercial Courts with Jurisdiction over Claims against Foreign Defendants</i> , in A. HENKE, M. TORSELLO, E. ZUCCONI GALLI FONSECA (eds), INTERNATIONAL COMMERCIAL COURTS: A PARADIGM FOR THE FUTURE OF ADJUDICATION? (ESI, Napoli, 2024).
<b>2023</b>	TRANSNATIONAL COMMERCIAL LAW & TECHNOLOGY (ed.) (ESI, Napoli, 2023).
<b>2023</b>	<i>The extraterritorial reach of national sustainability regulations and their impact on international supply chains</i> , in M. GRAZIADEI, M. TIMOTEO and A. CARPI (eds), COMPARATIVE LAW IN TIMES OF EMERGENCY 381-398 (Bologna University Press, Bologna, 2023), ISBN: 979-12-5477-361-1 ( <i>publication subject to peer review</i> ).
<b>2023</b>	<i>Remedies for Breach of Contract</i> , in J. SMITS ET AL. (ed.), ELGAR ENCYCLOPEDIA OF COMPARATIVE LAW 325-341 (Edward Elgar Publishing, Cheltenham – Northampton, 2023), ISBN: 978-18-3910-559-3.
<b>2023</b>	<i>The Independence and Impartiality of Adjudicators in Italy</i> , in G. CORDERO-MOSS (ed.), INDEPENDENCE AND IMPARTIALITY OF ADJUDICATORS (Intersentia, 2023), ISBN: 978-1-83970-361-4.
<b>2023</b>	<i>Italy</i> (con M. BENEDETTI), in J.W. ROWLEY KC (general editor), J. SIIMO (ed.), THE GUIDE TO CHALLENGING AND ENFORCING ARBITRATION AWARDS 503-529 (3 <sup>rd</sup> ed., 2023).
<b>2022</b>	<i>International Emergencies in Transnational Commercial Law: Synchronicities and Mismatches between Domestic Courts and International Arbitral Tribunals</i> , in G.G. CODIGLIONE and L. PIERDOMINICI (eds), COMPARATIVE LAW IN TIMES OF EMERGENCY 289-312 (RomaTre Press, Rome, 2022), ISBN: 979-12-5977-137-7 ( <i>publication subject to double-blind peer review</i> ).

2022 *Independence and Impartiality of International Adjudicators*, in M. GRAZIADEI and M. TORSELLO (eds), RAPPORTS NATIONAUX ITALIENS AU XXIE CONGRÈS INTERNATIONAL DE DROIT COMPARÉ – ASUNCIÓN 2022 - ITALIAN NATIONAL REPORTS TO THE XXI<sup>ST</sup> INTERNATIONAL CONGRESS OF COMPARATIVE LAW - ASUNCIÓN 2022, 685-720 (ESI, Naples, 2022), ISBN: 978-88-495-4984-3.

2022 RAPPORTS NATIONAUX ITALIENS AU XXIE CONGRÈS INTERNATIONAL DE DROIT COMPARÉ – ASUNCIÓN 2022 - ITALIAN NATIONAL REPORTS TO THE XXI<sup>ST</sup> INTERNATIONAL CONGRESS OF COMPARATIVE LAW - ASUNCIÓN 2022 (ed., with M. Graziadei), X, 833 (ESI, Naples, 2022), ISBN: 978-88-495-4984-3.

2022 TEMI E PROSPETTIVE PER UN CORSO DI DIRITTO AGROALIMENTARE TRANSNAZIONALE E COMPARATO (ed., with G. GUERRA), XVIII+518 (ESI, Naples, 2022), ISBN: 978-88-495-4918-8.

2022 *Vendita e distribuzione internazionale di prodotti agroalimentari*, in M. TORSELLO and G. GUERRA (eds), TEMI E PROSPETTIVE PER UN CORSO DI DIRITTO AGROALIMENTARE TRANSNAZIONALE E COMPARATO 185-210 (ESI, Naples, 2022), ISBN: 978-88-495-4918-8.

2022 INTERNATIONAL SALES LAW – CISG IN A NUTSHELL (co-authored with F. FERRARI) XXIX, 570 (3rd ed., St. Paul, 2022), ISBN: 978-1-63659-360-9.

2022 IL DIRITTO CONCORSUALE ITALIANO E GLI OBIETTIVI DI COORDINAMENTO CON LA DISCIPLINA EUROUNITARIA (ed., with F. PASQUARIELLO) (ESI, Napoli, 2022), EAN: 9788849548761.

2022 *A New (Quasi-)Codified Lex Mercatoria Based on Soft Law Regulatory Competition and the Use of Comparative Law Methodology in International Commercial Arbitration*, DIRITTO DEL COMMERCIO INTERNAZIONALE 51-89 (2022).

2021 *Il quadro normativo di riferimento per gli scambi commerciali nell'area mediterranea*, in A. BERLINGUER (ed.), IL COMMERCIO INTERNAZIONALE NEL MEDITERRANEO (Napoli, 2021), ISBN: 978-88-495-4523-4.

2021 *Italy* (co-authored with M. BENEDETTELLI), in J.W. ROWLEY QC (general ed.), E. GAILLARD, G.E. KAISER (eds), GLOBAL ARBITRATION REVIEW: THE GUIDE TO CHALLENGING AND ENFORCING ARBITRATION AWARDS 467-489 (2<sup>nd</sup> ed., 2021), ISBN 978-1-83862-575-7.

2021 *Class action in Italy: a much-needed mechanism for collective redress* (co-authored with G. BALDOLI), in ILO INTERNATIONAL LAW OFFICE, 10/8/2021 (2021).

2021 *Covid-19, hardship and force majeure before Italian courts* (co-authored with G. VIGLINO), in ILO INTERNATIONAL LAW OFFICE, 23/3/2021 (2021).

2020 *Third-party litigation funding agreements* (co-authored with L. PONTREMOLI), in ILO INTERNATIONAL LAW OFFICE, 22/12/2020 (2020).

2020 *A New (Quasi-)Codified Lex Mercatoria Based on Soft Law Regulatory Competition and the Use of Comparative Law Methodology in International Commercial Arbitration*, 1 IUS COMPARATUM 211-253 (2020) [publication of the International Academy of Comparative Law].

2020 *Les conséquences du Covid-19 sur les contrats internationaux: un diagnostic préliminaire* (co-authored with M. WINKLER), RED REVUE EUROPÉENNE DU DROIT, 74-77 (2020).

2020 *Coronavirus-infected international business transactions: A preliminary diagnosis* (co-authored with M. WINKLER), EUROPEAN JOURNAL OF RISK REGULATION, 1-8. doi:10.1017/err.2020.30; also published in Dir. Comm. Int. (2021).

2020 *Premium interest rate payable to creditors which file claims before Italian courts* (co-authored with N. MINELLA), in ILO INTERNATIONAL LAW OFFICE, 20/10/2020 (2020).

2020 *Specialized commercial courts with jurisdiction over claims against foreign defendants: the Italian approach* (co-authored with C. CORONEO), in ILO INTERNATIONAL LAW OFFICE, 1/9/2020 (2020).

2020 *Post-lockdown litigation: Phase 2 special rules for court proceedings* (co-authored with F. SERRANTONI), in ILO INTERNATIONAL LAW OFFICE, 9/6/2020 (2020).

2020 *Sales Law Beyond Sales Contracts: Applicability and Applications of the CISG to Non-Sales Transactions (the Case of Countertrade and Barter Transactions)*, 38 JOURNAL OF LAW & COMMERCE 273-304 (2019-2020).

2019 *Finanziamenti all'esportazione*, in A. NIGRO (ed.), BIBLIOTECA DI DIRITTO COMMERCIALE INTERNAZIONALE 267-309 (Pisa, 2019).

2019 *Italy* (co-authored with M. BENEDETTELLI), in J.W. ROWLEY QC, E. GAILLARD, G.E. KAISER (eds.) GLOBAL ARBITRATION REVIEW: THE GUIDE TO CHALLENGING AND ENFORCING ARBITRATION AWARDS 345-360 (2019), ISBN 978-1-83862-205-3.

2019 *Storing Clouds in a Jar: Lex Mercatoria, Soft Law and Codification in Transnational Commercial Law*, 7(2) EUROPEAN INTERNATIONAL ARBITRATION REVIEW 101-125 (2019).

2019 Comment on *Articles 30-34 CISG*, in P. MANKOWSKI (ed.), COMMERCIAL LAW (in INTERNATIONAL AND EUROPEAN BUSINESS LAW Series, by R. SCHULZE and M. LEHMANN), 156-189 (Baden-Baden, 2019, ISBN: 9783848733156).

2018 *The Impact of Brexit on the Resolution of Transnational Commercial Disputes in Europe. Will International Commercial Arbitration Remain Unaffected?*, in M.C. BARUFFI and M. ORTINO (eds), DAI TRATTATI DI ROMA A BREXIT E OLTRE (COLLAZO DI STUDI SULL'INTEGRAZIONE EUROPEA, n. 31), 89-103 (Bari, 2018).

**2018** Editor: LEGGE 31 MAGGIO 1995, N. 218 RIFORMA DEL SISTEMA ITALIANO DI DIRITTO INTERNAZIONALE PRIVATO, Appendix to M. FRANZONI, R. ROLLI, G. DE MARZO (eds), CODICE CIVILE COMMENTATO CON DOTTRINA E GIURISPRUDENZA (Torino, 2018, ISBN: 9788892179486).

**2018** Comment: *Articles 1, 2, 57, 64-71*, in M. TORSELLO (ed.), LEGGE 31 MAGGIO 1995, N. 218 RIFORMA DEL SISTEMA ITALIANO DI DIRITTO INTERNAZIONALE PRIVATO, appendix to M. FRANZONI, R. ROLLI, G. DE MARZO (eds), CODICE CIVILE COMMENTATO CON DOTTRINA E GIURISPRUDENZA, 1-3, 122-125, 136-147 (Torino, 2018, ISBN: 9788892179486).

**2018** Comment: *Articles 1-16, "Disposizioni sulla legge in generale"* (Preliminary provisions preceding the Italian Civil Code), *Articles 1173-1174 of the Italian Civil Code, Articles 1678-1702 of the Italian Civil Code*, in M. FRANZONI, R. ROLLI, G. DE MARZO (eds), CODICE CIVILE COMMENTATO CON DOTTRINA E GIURISPRUDENZA, 1-17, 1569-1573, 2292-2316 (Torino, Giappichelli, 2018, ISBN: 9788875243807).

**2018** INTERNATIONAL SALES LAW – CISG IN A NUTSHELL (co-authored with F. FERRARI) XXIV, 477 (2nd edn, St. Paul, 2018), ISBN: 978-1-64020-127-9.

**2017** *The Italian Approach to the Protection of Regional Indications of Origin*, in M. MÖSTL (ed.), NACHHALTIGKEIT UND ETHIK IM LEBENSMITTELRECHT 115-128 (Frankfurt am Main, 2017).

**2017** *The Effect of Brexit on the Resolution of International Disputes: The Impact of Brexit on International Commercial Arbitration*, in J. ARMOUR and H. EIDENMÜLLER (eds), NEGOTIATION BREXIT, 73-78 (München, Oxford, Baden-Baden, 2017).

**2017** *Commercio internazionale intra UE*, in G.A. BENACCHIO (ed.) TEMI E ISTITUTI DI DIRITTO PRIVATO DELL'UNIONE EUROPEA, 3-25 (Turin, 2017), ISBN: 9788892108271.

**2017** *The Inappropriate Use of the PICC to Interpret Hardship Claims under the CISG*, (co-authored with F. FERRARI, C. GILLETTE and S. WALT), 17(3) INTERNATIONALES HANDELSRECHT, 97-102 (2017).

**2016** *An International Sales Law for Agri-food Products: An Overview of Controversial Issues and the Feasibility of a Sector-specific Global Law*, in UNIDROIT (ed.), EPPUR SI MUOVE: THE AGE OF UNIFORM LAW. Essays in honor of Michael Joachim Bonell to celebrate his 70<sup>th</sup> birthday, Vol. 2, 1829-1851 (Rome, 2016).

**2016** 'Made In' Labelling, Origin of Products and Free Circulation of Goods in the European Union, in PAPERS DI DIRITTO EUROPEO, SPECIAL ISSUE N. 2/2016, 65-78 (2016).

**2016** "All Roads Lead to Rome": The Multiple Grounds under Italian Law to Challenge a Contract Due to Supervening Changes of Circumstances, in B. BASOGLU (ed.), THE EFFECTS OF THE FINANCIAL CRISIS ON CONTRACTS, 163-189 (Springer, 2016).

**2015** *Development of Cognitive Robotic System for Simple Surgical Tasks* (co-authored with R. MURADORE, P. FIORINI, G. AKGUN, E. BARKANA DUYGUN, M. BONFE, F. BORIERO, A. CAPRARO, G. DE ROSSI, R. DODI, O.J. ELLE, F. FERRAGUTI, L. GASPEROTTI, R. GASSERT, K. MATHIASSEN, D. HANDINI, O. LAMBERCY, L. LI, M. KRUUSMAA, A.O. MANURUNG, G. MERUZZI, P. NGUYEN HO QUOC, N. PREDA, G. RIOLO, A. RISTOLAINEN, A. SANNA, C. SECCHI, E. YANTAC ASIM), INT'L J. ADVANCED ROBOTIC SYSTEMS 1-20 (2015), ISSN: 1729-8806, doi: 10.5772/60137.

**2014** INTERNATIONAL SALES LAW – CISG IN A NUTSHELL (co-authored with F. FERRARI), p. XX, 415, St Paul, 2014.

**2014** *Strumenti normativi e contrattuali a sostegno dell'export*, in AA.VV., SCRITTI IN ONORE DI MAURIZIO PADRAZZA GORLERO, Vol. 1, 871-900 (ESI Edizioni Scientifiche Italiane, 2014).

**2014** *The Effects of Financial Crises on the Binding Force of Contracts: Renegotiation, Rescission or Revision?*, in ITALIAN NATIONAL REPORTS TO THE XIXTH INTERNATIONAL CONGRESS OF COMPARATIVE LAW, Vienna 2014, 111-149 (2014).

**2014** *Pre-Contractual Liability and Preliminary Agreements*, in L.A. DI MATTEO (ed.), INTERNATIONAL SALES LAW: A GLOBAL CHALLENGE 630-646 (Cambridge, 2014).

**2013** *Rimedi all'inadempimento nella Convenzione di Vienna del 1980 sulla vendita internazionale di beni mobili*, in CONTRATTO E IMPRESA / EUROPA, 296-344 (2013).

**2013** *Gli usi nella Convenzione di Vienna sulla vendita internazionale di beni mobile*, in CONTRATTO E IMPRESA / EUROPA 407-417 (co-authored with A. FRIGNANI) (2013).

**2012** *Remedies for Breach of Contract*, in J. SMITS (ed.), ELGAR ENCYCLOPEDIA OF COMPARATIVE LAW 754-776 (2<sup>nd</sup> ed., Cheltenham - Northampton, 2012).

**2012** Co-editor (with G. TELLARINI), *Gli Incoterms 2010 della Camera di Commercio Internazionale* (Naples, 2012).

**2012** *Gli Incoterms® 2010: dalla espressione della lex mercatoria alla prospettiva di una soft law competition*, in G. TELLARINI, M. TORSELLO (eds.), *Gli Incoterms 2010 della Camera di Commercio Internazionale* 215-226 (Naples, 2012).

**2012** *Articles 1-15 (Disposizioni sulla legge in generale)* [General Provisions on the application of Laws]; *Articles 1173-1174*[Sources of Obligations]; *Articles 1678-1702* [Transport Law], in F. GALGANO (ed.) COMMENTARIO BREVE AL CODICE CIVILE, 5th ed. (Piacenza, 2012).

**2011** Foreign Judge-made Law e sua ricezione nel diritto interno, in G. AJANI, A. GAMBARO, M. GRAZIADEI, R. SACCO, V. VIGORITI, M. WAELBROEK (eds), SCRITTI IN ONORE DI ALDO FRIGNANI 479-500 (Turin, 2011).

**2011** *Financial Leasing in Italy* (co-authored with Aldo FRIGNANI), UNIFORM LAW REVIEW – REVUE DE DROIT UNIFORME, 351-371 (2011).

**2011** *I rimedi all'inadempimento*, in F. GALGANO, F. FERRARI and G. AJANI (eds) ATLANTE DI DIRITTO PRIVATO COMPARATO, 144-154, 5th ed. (Bologna, 2011).

**2011** *Il factoring internazionale* (co-authored with Aldo FRIGNANI), in PIAZZETTA MONTE 1 (quarterly publication by UniCredit Credit Management Bank S.p.A.), Part I: n. 24, III Quarter 2011, and Part II: n. 25, IV Quarter 2011, also available online at: <www.creditmanagementbank.eu>.

**2010** IL CONTRATTO INTERNAZIONALE. DIRITTO COMPARATO E PRASSI COMMERCIALE (co-authored with A. FRIGNANI), p. XXIX, 1027 (2nd edition, Padua, 2010).

Reviews: R. SACCO, *Recensioni e segnalazioni*, in RIVISTA DI DIRITTO CIVILE, 297-301 (2011).

A. JANSSEN, in EUROPEAN REVIEW OF PRIVATE LAW, 447-450 (2011).

**2010** *Articles 1-15 (Disposizioni sulla legge in generale); Articles 1173-1174; Articles 1678-1702*, in F. GALGANO (ed.) COMMENTARIO BREVE AL CODICE CIVILE, 3rd edition (Piacenza, 2010).

**2009** *Il valore del precedente extrastatuale nell'applicazione del diritto interno: circolazione del formante giurisprudenziale e uso della giurisprudenza straniera nelle corti italiane*, CONTRATTO E IMPRESA / EUROPA, 6-31 (2009).

**2008** *Italy*, in F. FERRARI (ed.), THE CISG AND ITS IMPACT ON NATIONAL LEGAL SYSTEMS, 187-224 (Munich, 2008).

**2008** *L'uniformazione del diritto europeo dei contratti e le due torri di Babele: particolarismo giuridico e plurilinguismo nella prospettiva comparatistica*, in L.S. ROSSI, G. DI FEDERICO (eds.), L'INCIDENZA DEL DIRITTO DELL'UNIONE EUROPEA SULLO STUDIO DELLE DISCIPLINE GIURIDICHE, 111-127 (Naples, 2008).

**2008** *Preliminary Agreements and CISG Contracts*, in H.M. FLECHTNER, R.A. BRAND, M.S. WALTER (eds.), DRAFTING CONTRACTS UNDER THE CISG, 191-252 (Oxford, 2008).

**2008** *Articles 1-15 (Disposizioni sulla legge in generale); Articles 1173-1174; Articles 1678-1702*, in F. GALGANO (ed.) COMMENTARIO BREVE AL CODICE CIVILE, (Piacenza, 2008).

**2007** *La disciplina uniforme del leasing finanziario internazionale*, in A. BERLINGUER (ed.) FINANZIAMENTO E INTERNAZIONALIZZAZIONE DI IMPRESA, 187-213 (Turin, 2007).

**2006** *Remedies for Breach of Contract*, in J. SMITS (ed.) ELGAR ENCYCLOPEDIA OF COMPARATIVE LAW, 610-629 (Cheltenham/Northampton, 2006).

**2006** *I rimedi all'inadempimento*, in F. GALGANO, F. FERRARI and G. AJANI (eds) ATLANTE DI DIRITTO PRIVATO COMPARATO (Zanichelli, 2006).

**2006** *Articles 1-15 (Disposizioni sulla legge in generale); Articles 1173-1174; Articles 1678-1702*, in F. GALGANO (ed.) COMMENTARIO BREVE AL CODICE CIVILE, (Piacenza, 2006).

**2005** *Substantive and Jurisdictional Aspects of International Contract Remedies: Comment on Avery Katz's "Remedies under the CISG"*, 25 INTERNATIONAL REVIEW OF LAW AND ECONOMICS, 397-410 (2005).

**2005** *Remedies for Breach of Contract under the 1980 Convention on Contracts for the International Sale of Goods (CISG)*, 9 VINDOBONA JOURNAL OF INTERNATIONAL COMMERCIAL LAW AND ARBITRATION, 253-290 (2/2005).

**2005** *Remedies for Breach of Contract under the 1980 Convention on Contracts for the International Sale of Goods (CISG)*, in F. FERRARI (ed.), QUO VADIS CISG? CELEBRATING THE 25<sup>TH</sup> ANNIVERSARY OF THE UNITED NATIONS CONVENTION ON CONTRACTS FOR THE INTERNATIONAL SALE OF GOODS, 43-87 (Brussels/Paris/Munich, 2005).

**2004** Book Review: *Aldo Frignani, L'arbitrato commerciale internazionale*, 15 AMERICAN REVIEW OF INTERNATIONAL ARBITRATION, 639-648 (3/4-2004).

**2004** COMMON FEATURES OF UNIFORM COMMERCIAL LAW CONVENTIONS. A COMPARATIVE STUDY BEYOND THE 1980 UNIFORM SALES LAW (Munich, 2004).

Reviews: C. WITZ, in JOURNAL DU DROIT INTERNATIONAL 557-558 (2/2005).

E. HONDIUS, *Kronieken*, 21 NEDERLANDS TIJDSCHRIFT VOOR BURGERLIJK RECHT 453-461, at 457-458 (9/2004).

**2004** *La disciplina uniforme del leasing finanziario internazionale*, IL BOLLETTINO DELL'INTERNAZIONALIZZAZIONE, 23-36 (2/2004).

**2003** *The CISG's Impact on Legislators: The Drafting of International Contract Law Conventions*, F. FERRARI (ed.), THE 1980 UNIFORM SALES LAW. OLD ISSUES REVISITED IN THE LIGHT OF RECENT EXPERIENCES, 199-275 (Milan, 2003).

**2002** *Convenzione Unidroit sul Factoring Internazionale (1988)*, F. FERRARI (ed.), LE CONVENZIONI DI DIRITTO DEL COMMERCIO INTERNAZIONALE. CODICE ESSENZIALE CON REGOLAMENTI COMUNITARI E NOTE INTRODUTTIVE, 119-150 (2 ed., Milan, 2002).

**2001** *The relationship Between the Parties to the Factoring Contract According to the 1988 Unidroit Convention on International Factoring*, A.M. RABELLO, A. ZANOTTI (eds.), DEVELOPMENTS IN EUROPEAN, ITALIAN AND ISRAELI LAW, 269-290 (Milan, 2001).

**2001** *Convenzione Unidroit sul Factoring Internazionale (1988)*, Franco FERRARI (ed.), LE CONVENZIONI DI DIRITTO DEL COMMERCIO INTERNAZIONALE. CODICE ESSENZIALE CON NOTE INTRODUTTIVE, 161-203 (Milan, 2001).

**2000** *Transfer of Ownership and the 1980 Vienna Sales Convention: A Regretful Lack of Uniform Regulation?*, INTERNATIONAL BUSINESS LAW JOURNAL - REVUE DE DROIT DES AFFAIRES INTERNATIONALES, 939-951 (2000).

**2000** *Partecipazione a scopo di finanziamento e patto leonino parasociale*, CONTRATTO E IMPRESA, 896-918 (2000).

**2000** *Reservations to International Uniform Commercial Law Conventions*, UNIFORM LAW REVIEW - REVUE DE DROIT UNIFORME, 85-120 (2000).

**2000** *The relationship between the parties to the factoring contract according to the 1988 Unidroit Convention on International Factoring - Les relations entre les parties au contrat d'affacturage régi par la Convention Unidroit de 1988 sur le Factoring International*, INTERNATIONAL BUSINESS LAW JOURNAL - REVUE DE DROIT DES AFFAIRES INTERNATIONALES, 43-59 (2000).

**1999** *I rapporti tra le parti del contratto di factoring tra disciplina uniforme e molteplicità delle fonti*, CONTRATTO E IMPRESA, 538-618 (1999).

**1999** Co-author (Art. 5: p. 131-213 and Art. 7: p. 235-258): F. FERRARI, IL FACTORING INTERNAZIONALE. COMMENTARIO ALLA CONVENZIONE UNIDROIT SUL FACTORING INTERNAZIONALE (Padova, 1999).

**NATIONAL AND INTERNATIONAL CONFERENCE PRESENTATIONS AND INVITED LECTURES:**

22/3/2024 Speaker at the Pre-Vis Moot Conference at the University of Vienna on "Soft Law in Arbitration: Concepts and Examples"; presentation on "Genealogies and Normativity of Soft Law", Vienna, 22/3/2024.

21/3/2024 Speaker at the Conference jointly organized by Université Paris 1 Panthéon Sorbonne and ICC France on "Arbitration and Sanctions: Duo or Duel?", école de droit de la Sorbonne, Paris, 21 March 2024.

8/3/2024 Instructor at the course *Corso teorico e pratico di formazione in Arbitrato Nazionale e Internazionale*, organized by the Milan Bar Association. Presentation on *Natura e fonti dell'arbitrato*, Milan 8 March 2024.

15/2/2024 Speaker at the Conference *L'Arbitrato oggi*, organized by the Parma Bar Association in cooperation with the University of Parma. Presentation on I soggetti coinvolti e l'arbitrato amministrato, Parma, 15 February 2024.

2/2/2024 Instructor at the online course organized by AIA Associazione Italiana per l'Arbitrato and the Palermo Bar Association: *Introduzione all'arbitrato interno e internazionale*, speech on *Il lodo. I costi e i tempi dell'arbitrato. L'arbitrato accelerato*, Palermo, 2 February 2024.

27/10/2023 Speaker at the Roundtable *La sfida dell'ecosostenibilità del vino nel mondo*, nell'ambito di Verona Wine Web 2023, L'Intelligenza Artificiale come leva per lo sviluppo sostenibile nella filiera del vino, Grezzana (Verona), 27 October 2023.

2/10/2023 Speaker at the conference *International commercial relations in conflict time. The Impact of Sanctions. Selected Issues*, co-organized by the University of Bergamo School of Law and NYU School of Law (Bergamo, 2 October 2023): Presentation on: *Impact of sanctions on bank guarantees*.

15/9/2023 Speaker at the 4<sup>th</sup> IBA Litigation Committee Conference on Private International Law (Milan, 14-15 September 2023). Speaker in the session on *Private International Law in a Time of War*.

18/7/2023 Instructor at the *Ravenna Summer School on Transnational Litigation. 2023 edition: Cross-Border Litigation and International Arbitration*. Lectures on *The Seat in International Commercial Arbitration*, and *Independence and Impartiality of Arbitrators: Disclosure, Challenges, Removals*.

14/6/2023 Instructor at the XVII CAM Course on *Arbitrato. Fondamenti e tecniche*. Lecture on: *Il sistema delle impugnazioni*.

12/4/2023 Speaker at the Legal Training Academy on *National and International Distribution Contracts* organized by the Milan Bar Association (Ordine degli Avvocati di Milano, Commissione Rapporti Internazionali dell'Ordine degli Avvocati di Milano, and Fondazione Forense di Milano). Lecture on *International Franchising*.

31/3/2023	Speaker at the Pre-Vis Moot Conference in Vienna: <i>CISG: 40(+3) Years and Still Going Strong?</i> . Presentation on: <i>The CISG's Applicability in International Commercial Arbitration</i> .
23/2/2023	Speaker at the VIII AIA-CAM Pre-Moot Opening Conference organized by Arbit and AIA-Arbit-40, Rome, 23/2/2023. Presentation on <i>Fraud and Illegality in Contracts and Arbitration Agreements</i> .
20/1/2023	Speaker at the opening conference of the Master Program on <i>Diritto ed economia degli scambi Internazionali</i> , University of Verona. Presentation on <i>"Le molteplici nazionalità del diritto del commercio internazionale"</i> .
17/11/2022	Instructor at the course on <i>L'Arbitrato – Corso avanzato</i> (Arbitration – Advanced course) organized by the Chamber of Commerce of Treviso, in cooperation with the Milan Chamber of National and International Arbitration (CAM). Class on <i>Evidence in International Arbitration</i> .
14/11/2022	Speaker at the CAM NYU Conference on <i>"What makes a Jurisdiction Arbitration-Friendly: The Italian Perspective"</i> .
10/11/2022	Instructor at the course on <i>L'Arbitrato – Corso avanzato</i> (Arbitration – Advanced course) organized by the Chamber of Commerce of Treviso, in cooperation with the Milan Chamber of National and International Arbitration (CAM). Class on <i>International Arbitration and Foreign Arbitration</i> .
25/10/2022	Presenter at the XXI General Congress of the International Academy of Comparative Law (AIDC/IACL), Asuncion, 23-28 October 2022. Session on <i>Independence and impartiality of international adjudicators</i> .
14/10/2022	Speaker at the VII SIRD Conference <i>Chi resiste alla globalizzazione? Globalismi, regionalismi, nazionalismi nel diritto del XXI secolo</i> , Bologna, 13-15 October 2022. Presentation on: <i>The extraterritorial reach of national sustainability regulations and their impact on international supply chains</i> .
14/7/2022	Member of the Scientific Coordination Committee (with A. Henke and E. Zucconi Galli Fonseca) and Session Chairman of the webinar on <i>International commercial courts: a paradigm for the future of adjudication?</i> , co-organized by the Law School of the University of Bologna, University of Milan, and University of Verona.
23/6/2022	Instructor at the professional course organized by the Milan Chamber of National and International Arbitration on: Arbitrato. Fondamenti e tecniche (Arbitration. Foundations and Techniques), 16 <sup>th</sup> edition. Lecture on <i>Il sistema delle impugnazioni</i> (The system of challenges).
18/6/2022	Lecture on <i>ESG Sustainability in International Commercial Arbitration</i> at the <i>Summer School in Transnational Commercial Law &amp; ESG Sustainability</i> (Verona, June 16-18, 2022) co-organized by the University of Verona School of Law, and the Center for International Legal Education at the University of Pittsburgh School of Law.
16/6/2002	Lecture on <i>Sustainable Transnational Supply Chains</i> at the <i>Summer School in Transnational Commercial Law &amp; ESG Sustainability</i> (Verona, June 16-18, 2022) co-organized by the University of Verona School of Law, and the Center for International Legal Education at the University of Pittsburgh School of Law.
7/6/2022	Speaker at the webinar organized by the Lawyers' Foundation at the Florence Bar Association ( <i>Fondazione per la Formazione Forense dell'Ordine degli Avvocati di Firenze</i> ) on <i>L'avvocato e l'arbitrato internazionale: aspetti pratici</i> .
27/5/2022	Speaker at the international conference organized by UIA - Union Internationale des Avocats on: <i>IP Law Tools for Protecting Food Products. Looking for the Perfect Pairing: Wine as a Case Study</i> . Presentation on: Jurisdiction, Arbitrability, and ADR Methods for the Resolution of Transnational IP Disputes in the Wine Sector.
11/5/2022	Speaker at the Webinar conference organized by the European Court of Arbitration on <i>L'arbitrato: un'alternativa necessaria nel commercio internazionale</i> . Presentation on: <i>L'arbitrato e l'e-commerce</i> (Arbitration and E-commerce).
8/4/2022	Scientific Coordinator and Chairman of the event organized by SIRD Società Italiana per la ricerca nel Diritto comparato and the University of Verona School of Law to present the <i>Italian National Reports to the XXI<sup>st</sup> International Congress of Comparative Law - Asunción 2022</i> .
16-21/2/2022	Instructor within the course co-organized by the Milan Chamber of National and International Arbitration and the Chamber of Commerce of Brescia on: <i>I fondamenti dell'arbitrato</i> (Foundations of Arbitration). Lectures on: <i>Il termine per il deposito del lodo: sospensioni e proroghe</i> (The deadline for deposit of the award: suspensions and extensions).
7/2/2022	Instructor within the continuing legal education course organized by the Milan Bar Association ( <i>Consiglio dell'Ordine di Milano</i> ) and the Milan Lawyers' Foundation ( <i>Fondazione Forense di Milano</i> ): <i>Corso teorico e pratico di formazione in arbitrato nazionale</i> . Opening Lecture on Notion and Sources of Law in Arbitration.
17/12/2021	Scientific Coordinator and Chairman of the Conference on <i>Il diritto concorsuale italiano e gli obiettivi di coordinamento con la normativa eurounitaria</i> , organized by the <i>Associazione Concorsualisti</i> (Italian Association of

Insolvency Practitioners), Verona Chamber of Commerce, Verona Accountants' Association, and Verona University School of Law.

15/11/2021 Speaker at the Legal Training Academy on *National and International Distribution Contracts* organized by the Milan Bar Association (Ordine degli Avvocati di Milano, Commissione Rapporti Internazionali dell'Ordine degli Avvocati di Milano, and Fondazione Forense di Milano). Lecture on *International Franchising*.

Oct—Nov. 2021 Scientific Coordinator and Chairman of the series of three Webinars (29 October / 5-12 November 2021) on International Commercial Arbitration organized by the Verona Chamber of Commerce, the Verona Bar Association, and the Verona University School of Law.

28/10/2021 Speaker at the Round-Table organized within the event *VeronaWineWeb 2021*.

21/10/2021 Speaker at the XXVI Binennial Colloquium of the AIDC – Associazione Italiana di Diritto Comparato, on Comparative Law in Times of Emergencies. Presentation on *International emergencies in transnational commercial law: Synchronicities and dystonias among domestic courts and international arbitral tribunals*.

18/10/2021 Lecturer at the program organized for Italian judges by the *Scuola Superiore della Magistratura* (Higher School of the Judiciary) on *I contratti fra imprese nella prospettiva internazionale: profili sostanziali e processuali* (Business-to-business contracts in international perspective: substantive and procedural profiles) – Project *EJNita – Building Bridges*. Lecture on: *La formazione del contratto e i diritti e gli obblighi delle parti secondo la Convenzione di Vienna del 1980 sui contratti di compravendita internazionale di beni mobili* (Contract formation and parties' rights and obligations under the 1980 Vienna Convention on contracts for the international sale of goods).

2/7/2021 Speaker at Executive Course organized by ICC Italy and the Chamber of Commerce of Turin on *Franco Fabbrica o no? Conoscere i nuovi Incoterms e i contratti di vendita e fornitura per l'estero* (Ex Works or not? Knowing the new Incoterms and contracts of sales and supply).

18/6/2021 Speaker at the Seminar organized by the Bar Association (*Consiglio dell'Ordine degli Avvocati*) of Vicenza on *International Bank Guarantees*.

11/6/2021 Speaker at the Seminar organized by the Bar Association (*Consiglio dell'Ordine degli Avvocati*) of Vicenza on *Force Majeure and Hardship Clauses*.

7/6/2021 Speaker at Webinar Conference organized by New York University School of Law. Center for Transnational Litigation, Arbitration, and Commercial Law on Responsible Litigation Funding in Europe.

4/6/2021 Lecturer at the program organized for Italian judges by the *Scuola Superiore della Magistratura* (Higher School of the Judiciary) on *La tutela internazionale del credito commerciale dopo la pandemia* (The international protection of commercial credits after the pandemic). Lecture on: *Le garanzie bancarie a prima richiesta e le stand-by letters of credit nei rapporti d'affari a carattere internazionale* (Bank guarantees and stand-by letters of credit in international business transactions).

4/5/2021 Lecturer at the Advanced course I – Negotiation and Drafting of International Commercial Contracts, organized online by FIDRA, Florence International Dispute Resolution Academy. Lecture on: *Main International Instruments for the Regulation of Sales of Goods and Services*.

3/5/2021 Speaker at the on-line conference organized by ELSA (European Law Students Association) – Verona branch, on the New Chinese Civil Code. Presentation on *Remedies for Breach of Contract in the New Chinese Civil Code*.

16/4/2021 Lecturer at the PhD course of the School of Law of the University of Trento. Class on: *Jurisdictional and Conflict-of-Law Issues in Cross-border Insolvency*.

19/3/2021 Instructor at the on-line course on *L'Arbitrato – Corso avanzato* (Arbitration – Advanced course) organized by the Chamber of Commerce of Vicenza, in cooperation with the Milan Chamber of National and International Arbitration. Class on *International Arbitration and Foreign Arbitration*.

23/2/2021 Instructor at the on-line course on *I fondamenti dell'arbitrato* (Foundations of Arbitration) organized by the Chamber of Commerce of Verona, in cooperation with the Milan Chamber of National and International Arbitration. Class on *International Arbitration, Foreign Arbitration and the Seat of Arbitration*.

19/1/2021 Opening Class at the online course organized by the Milan Bar Association and the Milan Lawyers' Foundation on National and International Arbitration. Lecture on: *Contractual Nature, Jurisdictional Character and Sources of Law in Arbitration*.

16/9/2020 Speaker at the Webinar organized by New York University School of Law – Center for Transnational Litigation, Arbitration and Commercial Law and FGV – Fundação Getúlio Vargas on: *Law Applicable to the Merits in Arbitration and the Role of the Seat: Force Majeure and Frustration*. Presentation on: *The Applicability of the CISG in Arbitration*.

15/9/2020 Speaker at the Webinar organized by UNCITRAL – United Nation Commission on International Trade Law and New York University School of Law – Center for Transnational Litigation, Arbitration and Commercial Law, on: *The CISG's Impact on International Commercial Law*. Presentation on: *The CISG's Impact on Other Uniform Substantive Law Conventions*.

8/5/2020 Speaker at the Webinar organized by SIAC – Singapore International Arbitration Centre and New York University School of Law – Center for Transnational Litigation, Arbitration and Commercial Law, on: *CISG in International Arbitration*. Presentation on: *CISG in International Arbitration*.

3/2/2020 Speaker at the conference organized by ICDR International Center for Dispute Resolution and NYU School of Law on *"CISG in International Arbitration"*. Presentation on *"Applicability of the CISG in International Commercial Arbitration"* (New York, 3 February 2020).

17/1/2020 Instructor at the course organized by UIA – Union Internationale des Avocats: *"1° Corso Biennale di Alta Formazione Specialistica in Area Internazionalistica"*. Lecture on *"International Sales Law. The Sphere of Application of the CISG"* (Florence, 17 January 2020).

5/11/2019 Speaker at the conference organized by the Chamber of Commerce of Verona on *"Scegliere l'arbitrato. La gestione del contenzioso nell'attività d'impresa"*. Relazione sul tema: *"L'arbitrato commerciale internazionale"* (Verona, 5 novembre 2019).

31/10/2019 Speaker at the international conference *"Terzo Colloquio Italo-Marocchino di Diritto Comparato"* (Rabat, 30-31 October – 1 November, 2019). Presentation on: *"L'impatto intra- ed extra- europeo della Direttiva UE n. 633/2019 sulle pratiche commerciali sleali nei rapporti tra imprese nella filiera agricola e alimentare"* (Rabat, 31 October 2019).

23/10/2019 Speaker at the Helsinki IP Summit (Helsinki, 23-24 October 2019). Participant speaker to the Seminar on *"Why and how to agree on arbitration in IPR contracts and disputes?"* (Helsinki, 23 October 2019).

8/10/2019 Speaker at the international conference organized by the International Academy of Comparative Law on the occasion of the launch of the *Ius COMPARATUM JOURNAL* to present the paper selected for publication in the 1<sup>st</sup> issue of the Journal devoted to *"The Use of Comparative Methodology in International Arbitration"*, on: *The Shift from the Uncodified Lex Mercatoria to a Regulatory Competition of Codified Soft Law Instruments in International Commercial Arbitration* (Paris, 8 October 2019).

24/5/2019 Speaker at the XXV Biannual Colloquium of the Italian Association of Comparative Law (AIDC) *"Food Law. A Comparative Perspective"* (Parma, 23-25 May 2019). Presentation on: *The Interplay between Domestic, European and International Rules Governing Unfair Trading Practices in Food Supply Chains*.

7/4/2019 Speaker at the Seminar of *Unione dei Giuristi della Vite e del Vino* (UGIVI) on the occasion of *Vinitaly 2019*, Verona. Presentation on: *Strumenti giudiziali e strumenti arbitrali di tutela del "Made in Italy" nel settore vitivinicolo*.

23/3/2019 Speaker at the international conference: *The CISG at Middle Age*, organized by the Center for International Legal Education of the University of Pittsburgh, School of Law, Pittsburgh, PA (USA), 22-23 March 2019. Presentation on: *Sales Law beyond Sales Contracts. Applicability and Applications of the CISG to Non-Sales Transactions*.

28/2/2019 Guest Lecturer, *Professor Aldo Frignani Annual Law Lecture (2019)*. Lecture's title: *Lex Mercatoria and the Codification of Soft Law in Transnational Commercial Practice*.

23/1/2019 Speaker at the conference: *Dialoghi in materia di diritto dei contratti*, organized by the Verona Bar Association. Presentation on: *La vendita internazionale*.

23/5/2018 Speaker at the conference: *Verona e l'Export: Opportunità e sfide dai mercati emergenti*, organized by the Verona Chamber of Commerce.

15/5/2018 Speaker, *Seminar on Transnational Litigation and International Arbitration*, Università degli studi di Milano. Presentation on: *Damages for Breach of the Arbitration Agreement*.

16/1/2018 Speaker, Center for International Legal Education, University of Pittsburgh, School of Law (USA). Presentation on: *Lex Mercatoria and Soft Law in International Commercial Arbitration*.

11/1/2018 Co-organizer and Speaker at the conference: *Soft Law in International Arbitration*, National University of Singapore, Singapore, 11/1/2018. Presentation on: *Lex Mercatoria and Other Soft Law*.

20/10/2017 Speaker at the conference: *Dai Trattati di Roma alla Brexit e oltre*, University of Verona, chool of Law, 19-20/10/2017. Presentation on: *L'impatto di Brexit sulla risoluzione delle controversie commerciali in Europa*.

19/10/2017 Co-organizer and Speaker at the conference: *Marketing of Legal Services in the Digital Era*, University of Verona, School of Law, 19/10/2017. Presentation on: *An Overview on Cross-Border Legal Services*.

26/7/2017 Instructor at the "Diploma in Comparative Law", Summer Session 2017, Università Mediterranea of Reggio Calabria. Class: *Advanced Comparative Law Seminar: International Contracts*.

22/6/2017 Speaker at the conference: *Gli effetti di Brexit sul commercio internazionale*, Free University of Bolzano. Presentation on: *Gli effetti di Brexit sulla giurisdizione ed il riconoscimento ed esecuzione delle sentenze in Europa*.

12/6/2017 Speaker at the conference of the *ABA Section of International Law: 2017 Europe Forum*, Barcelona (Spain), 11-13/6/2017. Presentation on: *Transnational Legal Practice and Professional Rules of Ethics: the European Perspective*.

17/3/2017 Speaker at the conference: *Negotiating Brexit*, St. Hugh's College, University of Oxford. Presentation on: *The Impact of Brexit on International Commercial Arbitration*.

7/11/2016 Speaker at the conference: *CISG Conference: Practical Issues Revisited*, Universitat Pompeu Fabra, Barcelona (Spain), 7-8/11/2016. Presentation on *Delivery Obligations and Passing of Risk under the CISG and the Impact of the INCOTERMS*.

10/10/2016 Speaker at the conference: *CISG and International Arbitration: Developments and Challenges*, FINJUS - Arbitration Santo Domingo in collaboration with NYU School of Law, Santo Domingo (Dominican Republic). Presentations on: "Arbitration, Applicable Law and CISG"; "A Question of Evidence – Parol Evidence Rule, Contractual Merger Clauses and the CISG" and "Party Autonomy, Force Majeure Clauses and Hardship under the CISG".

30/9/2016 Speaker at the conference: FLMR-Herbstsymposium: Nachhaltigkeit und Ethik im Lebensmittelrecht, Universität Bayreuth, Bayreuth, Germany, 29-30/9/2016. Presentation on: *How does Italy's legal framework protect indications of (regional) origin?*.

10/6/2016 Speaker at the conference: *Import-Export of Food Products: Recurrent Problems*, U.I.A. – Union Internationale des Avocats, Verona 10/6/2016. Presentation on: *A Sector-specific Law for the International Sale of Agri-Food Products*.

25/5/2016 Speaker at the *Global Legal Skills Conference* organized by the John Marshall Law School and the School of Law of the University of Verona, in Verona (Italy), on 24-26/5/2016. Presentation on: *Teaching Contract Drafting in a Transnational Context* (May 25<sup>th</sup>, 2016).

18/3/2016 Speaker at the conference: *L'industria della moda nell'Unione Europea*, Verona, Dipartimento di Scienze Giuridiche. Topic: "Funzioni ed efficacia del 'Made in' in prospettiva comparatistica".

5/6/2015 Speaker at the conference: *Teaching International Business Transactions Globally*, New York University, School of Law, 5 June 2015.

4/6/2015 Speaker at the conference: *Teaching International Commercial Arbitration Globally*, New York University, School of Law, 4 June 2015.

July 2014 Italian national Reporter at the XIX Conference of the *International Academy of Comparative Law* on the subject: "The effects of financial crises on the binding force of contracts: Renegotiation. Rescission or revision?", Vienna (Austria), 21-26 July 2014.

21-23/5/2014 Speaker at the *Global Legal Skills Conference* organized by the John Marshall Law School and the School of Law of the University of Verona, in Verona (Italy), on 21-23/5/2014. Working Session 8D, on: *Judicial Discretion in Civil-Law and Common-Law Practice* (May 23<sup>rd</sup>, 2014).

5/11/2013 "New Tasks in European and National Food Law": speaker at the joint conference of the Universities of Verona (Italy) and Bayreuth (Germany), *Seminar zur Vorbereitung eines gemeinsamen Doktorats*, Verona, 4-5 November 2013.

23/9/2013 Speaker at the *Colloquia on Transnational Commercial Litigation and Arbitration*, NYU School of Law, New York, 23 September 2013.

31/8/2012 "Choice of Court Agreements in International Business Transactions": speaker at the 50° Annual Conference of AIJA Association Internationale des Jeunes Avocats, Working Session 7: "Choosing the Battleground: the law and practice of dispute resolution clauses", Barcellona (Spain), 28 August – 1 September 2012.

25/5/2012     *"Arbitration and the revised EC Regulation on Jurisdiction"*: speaker at the conference organized by AIJA Association Internationale des Jeunes Avocats, "AIJA Annual Arbitration Conference", Venice (Italy), 24-26 May 2012.

12/11/2011     *"Pre-contractual liability and preliminary agreements in international sales negotiation"*: speaker at the conference "Global Challanges of International Sales Law", University of Florida, Gainesville, FL, USA, 11-12 November 2011.

7/10/2011     *"Rimedi"*: speaker at the conference "La Convenzione di Vienna del 1980 sui contratti di vendita internazionale: la prassi contrattuale, l'interpretazione giurisprudenziale e l'analisi dottrinale" Organised by the Milan Chamber of Arbitration, Milan (Italy), 7-8 October 2011.

31/3/2011     *"Inter-firm networks and international business law"*: speaker at the conference organised by the School of Economics of the University of Trento.

3/12/2010     *"Conclusioni"* at the conference organised at the University of Bologna, Ravenna campus, on "I nuovi Incoterms® 2010 della Camera di Comercio Internazionale alla vigilia della loro entrata in vigore", Ravenna (Italy), 2-3 December 2010.

25-31/7/2010     Italian national *Rapporteur* on the occasion of the XVIII Conference of the International Academy of Comparative Law on: "Financial Leasing and Its Unification by UNIDROIT", Washington D.C. (USA), 25-31 July 2010.

17/4/2009     *"Transnational Legal Practice and Professional Responsibility"*: speaker at the conference organized by New York University, School of Law "Bi-Annual Conference of the Journal of Private International Law", New York, 16-18 April 2009.

14/11/2008     Italian national *Rapporteur* on the occasion of the "Congreso Temático de la Academia Internacional de Derecho Comparado" organized by the International Academy of Comparative Law on: "The impact of Uniform Law in National Law. Limits and Possibilities", Session on: "La Convención de Viena de 1980 sobre la Compraventa Internacional de Mercaderías y su incidencia en los derechos nacionales", Mexico City (Mexico), 13-15 November 2008.

March 2008     Instructor, post-graduate course "Master Avanzato in Diritto dei contratti", University Roma Tre, Rome. Lectures on "International Sales".

May 2006     Instructor, post-graduate course "International Law (Business Transactions)", University "Cattolica del S. Cuore", Milan - "Scuola Euro-mediterranea" (San Servolo, Venice, Italy).

23/3/2006     *"Global and Regional Unification of Commercial Law"*: Guest Lecturer at University of East Anglia, Faculty of Law, Norwich (U.K.).

12/12/2005     *"Remedies for Breach of Contract in Comparative and Uniform Law"*: speaker at Konzil of the Max-Planck-Institut für Ausländisches und Internationales Privatrecht, Hamburg (Germany).

4/11/2005     *"Preliminary Agreements and CISG Contracts"*: speaker at the conference organized by the University of Pittsburgh School of Law, CILE – Center for International Legal Education, and by UNCITRAL – United Nations Commission on International Trade Law on "The CISG and the Business Lawyer: The UNCITRAL Digest as a Contract Drafting Tool. A Symposium Celebrating the 25<sup>th</sup> Anniversary of the Vienna Sales Convention", Pittsburgh (USA), 4-5 November 2005.

20/6/2005     *"Similarities and differences in case law in respect of remedies"*: speaker at the conference organized by ICC – International Chamber of Commerce on "The Vienna Convention: 25 years on - Assessment and Prospects", International Chamber of Commerce, Paris (France).

22/3/2005     *"Statutory Interpretation and the 'European Civil Code' Debate"*: speaker, European Law Forum, Speaker Event Series – The European Legal Studies Center of Columbia Law School:.

15/10/2004     Commentator (Session on "Remedies under the CISG") at the conference organised by New York University School of Law: "Commercial Law Theory and the CISG", Villa La Pietra, Florence, 14-16 October 2004.

30/5/2004     *"Interpretation and Gap-filling of Domestic and International Sources of Law"*: speaker at the conference "200 Years of the Code Civil. From the Code Napoléon to the European Principles of Contracts and to the Israeli Civil Codification", University of Haifa, Faculty of Law, Haifa (Israel), 30 May – 1 June 2004.

21/1/2004     *"Common Features of Uniform Commercial Law Conventions"*: speaker, European Law Forum, Speaker Event Series – The European Legal Studies Center of Columbia Law School.

20/1/2004     *"Common Features of Uniform Contract Law Conventions: A Comparative Study Beyond the 1980 Uniform Sales Law"*: speaker, International Economic Law Forum, Brooklyn Law School's Center for the Study of International Business Law.

18/4/2003     *"The CISG's Impact on Legislators: The Drafting of International Contract Law Conventions"*: speaker at the conference "The 1980 Uniform Sales Law. Old Issues Revisited in the Light of Recent Experiences", University of Verona, School of Law, 17-19 April 2003.

2002/03 - 2003/04 Instructor of *E-Commerce* and *Electronic Payment Systems*, University of Chieti, School of Economics.

**LANGUAGE SKILLS**

**English and Italian:** Native speaker

**French:** Good working knowledge

**DIGITAL COMPETENCE**

Very good command of office suite

Very good command of digital legal research tools

**COMMUNICATION SKILLS** Excellent communication skills

**MANAGERIAL SKILLS** Excellent organizational and managerial skills.

I certify that all information stated in this résumé is true and complete to the best of my knowledge. I authorize the addressee to verify the information provided in this résumé.

Date: 15 March 2024

(Marco Torsello)