

Co-organizers



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VIAC'S ARBITRATION SERIES 2026  
A series of Talk shows on Specialised Arbitration

# WEBINAR

## SPECIALISED ARBITRATION IN FOCUS #04: CISG & INTERNATIONAL TRADE ARBITRATION



3.00 PM – 5.00 PM  
**9th Oct 2026**



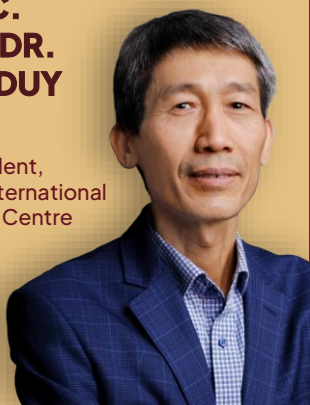
Virtual event  
**Zoom Platform**



Language  
**English**

### ASSOC. PROF. DR. PHAM DUY NGHIA

Vice President,  
Vietnam International  
Arbitration Centre  
(VIAC)



### MR. NGUYEN MANH DZUNG

Director of  
ADR Vietnam  
Chambers LLC



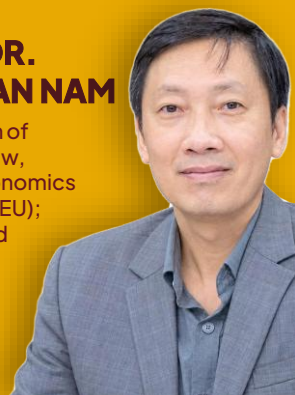
### PROF. DR. YESIM M. ATAMER

Chair of Private,  
Commercial,  
European and  
Comparative Law,  
Faculty of Law,  
University of Zurich;  
Member of CISG  
Advisory Council



### ASSOC. PROF. DR. TRAN VAN NAM

Former Dean of  
Faculty of Law,  
National Economics  
University (NEU);  
VIAC's Listed  
Arbitrator



### MS. NGUYEN PHUONG TRINH

Founding Partner  
TNP Law,  
VMC's Listed  
Mediator



### MR. TRAN THANH TAM

Senior Lecture at  
Foreign Trade  
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Legal Counsel at  
The Lam Law Firm



Scan the QR Code or access  
<https://bit.ly/VASCrossover2026>  
for registration and further details  
about **VAS 2026**



Scan the QR Code or access  
<https://bit.ly/VAS2026topic04>  
for registration and further details  
about **the Webinar #04**

# INTRODUCTION

In the context of growing demand for specialised dispute resolution across key economic sectors, the Vietnam International Arbitration Centre (VIAC) and ADR Vietnam Chambers (ADRVN) will co-organise **VIAC's Arbitration Series – VAS Crossover 2026**, a series of professional talkshows on specialised arbitration. The series aims to create a focused platform for arbitrators, arbitration practitioners, in-house counsel, business representatives and academics to exchange insights on recent legal developments, sector-specific dispute risks, procedural innovations and practical approaches to dispute resolution.

Continuing **VIAC's Arbitration Series – VAS Crossover 2026**, this webinar turns the spotlight to the CISG and international trade arbitration. The United Nations Convention on Contracts for the International Sale of Goods (CISG) has become one of the most influential instruments governing cross-border commercial transactions, and as international trade continues to expand amid increasing economic interdependence, geopolitical uncertainty and evolving regulatory frameworks, a thorough understanding of the CISG and its interaction with international arbitration has become essential for legal practitioners, arbitrators, in-house counsel and business professionals engaged in international commerce.

The session will examine the scope of application of the CISG, including matters governed and excluded under the Convention and the role of party autonomy in determining its applicability. It will further address common legal and commercial risks in international sale of goods transactions, the interaction between the CISG and domestic law through gap-filling mechanisms, and comparative approaches to contractual remedies. In addition, the session will explore the treatment of force majeure and hardship in international trade, with particular emphasis on the drafting of contractual provisions designed to address evolving risks such as tariff changes, geopolitical conflicts and supply chain disruptions. Building on this, the session will also share practical insights into the application and interpretation of the CISG before arbitral tribunals, drawing on the speaker's own experience in CISG-related arbitral proceedings.

## AGENDA

| Time frame     | Content                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2.30 – 3.00 PM | Zoom Webinar Access and Technical Check                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |
| 3.00 – 3.20 PM | Opening session                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
| 3.20 – 4.00 PM | <p><b>GUEST LECTURE: Scope of Application of the CISG and Practical Issues in CISG Arbitration</b></p> <p><u>Content:</u></p> <p>The guest lecture will examine the scope of application of the CISG, including the matters governed and excluded under the Convention and the role of party autonomy in determining its applicability. The lecture will place particular emphasis on CISG arbitration, drawing on the speaker's own experience with the application and interpretation of the CISG in arbitral proceedings, and highlighting practical issues that commonly arise before arbitral tribunals when the CISG governs the underlying contract.</p> |
| 4.00 – 4.40 PM | <p><b>PANEL DISCUSSION: CISG in Practice: Risk Allocation, Gap-Filling and Dispute Resolution</b></p> <p><u>Content:</u></p> <ul style="list-style-type: none"><li>• Common legal and commercial risks in international sale of goods transactions;</li><li>• Compatibility between the CISG and domestic law, and the gap-filling mechanism under Article 7 CISG;</li><li>• Comparative approaches to remedies under the CISG and domestic law;</li><li>• Force majeure and hardship in international trade, and the drafting of related contractual clauses.</li></ul>                                                                                        |
| 4.40 – 5.00 PM | Q&A Session                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     |
| 5.00 PM        | Closing                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |

# SPEAKERS INTRODUCTION

## GUEST SPEAKER/PANELIST



**Prof. Dr. YEŞİM M. ATAMER**

Chair of Private, Commercial, European and Comparative Law,  
Faculty of Law, University of Zurich; Member of CISG Advisory Council

Yesim M. Atamer holds the Chair for Private Law, Commercial Law, European and Comparative Law at University of Zurich, Faculty of Law. Her main areas of research are law of obligations, especially comparative contract law, harmonization of European contract law, law of domestic and international sale of goods, and regulation and contract law. As a scholar of the European Union Jean Monnet program, Alexander von Humboldt Foundation, Max Planck Society, Swiss Institute of Comparative Law and the International Institute for the Unification of Private Law (Unidroit) she has conducted research in Lausanne, Basel, Rome, Munich, Hamburg and Cambridge (USA). In 2007, she received the Distinguished Young Scientist Award from the Turkish Academy of Sciences, and in 2019, she was awarded an honorary doctorate by the University of Hamburg. She is elected titular member of the International Academy of Comparative Law, the International Academy of Commercial and Consumer Law, the Science Academy, Turkey, and the Academia Europaea. Atamer became elected member of the CISG Advisory Council in 2013. She is a contributor to the major commentary on the Unidroit Principles of International Commercial Contracts edited by Vogenauer (2nd edition Oxford University Press, 2015), the CISG commentary edited by Kröll, Mistelis and Perales Viscasillas (2nd edition, Hart Publishing, 2018) and the CISG commentary edited by Schlechtriem/Schwenzer/Schroeter (8th edition Beck/Nomos/ Hart Publishing, 2024). She has been active in legal practice as arbitrator and legal expert in national and international disputes.

## MODERATOR



**Mr. NGUYEN MANH DZUNG**

Director at ADR Vietnam Chambers LLC,  
Founding Senior Partner of Dzungst & Associates

Mr. Nguyen Manh Dzung is the Director of ADR Vietnam Chambers LLC and Founding Senior Partner of Dzungst & Associates, a prominent shipping and dispute resolution firm. He is a leading Vietnamese arbitrator and mediator with over 30 years of experience in maritime, commercial and investment disputes. Dzung was recently nominated by the Vietnamese Ministry of Justice to serve as Chairman of the Executive Board of the International Arbitration Centre of Vietnam International Financial Centre (VIFCA).

He is the first Vietnamese member of the ICC International Court of Arbitration. He frequently sits as sole, presiding and co-arbitrator in disputes involving international trade, construction, M&A, and maritime matters under various rules, including VIAC, SIAC, KCAB, ICC, etc. Besides, Mr. Dzung was directly involving in drafting and editing the 2010 Commercial Arbitration Law, Decree 22/CP on Commercial Mediation, as well as the 2015 Civil Procedure Code regarding the recognition and enforcement of foreign arbitral awards and the recognition of out-of-court mediation agreements.



# SPEAKERS INTRODUCTION

## PANELISTS



### Assoc. Prof. Dr. **TRAN VAN NAM**

Former Dean of Faculty of Law, National Economics University;  
VIAC's Listed Arbitrator; Panel of Arbitrators at SIAC, AIAC, CMAC

Assoc. Prof. Dr. Tran Van Nam is an accomplished legal expert with 35 years of experience in business law, intellectual property law, e-commerce law, and dispute resolution. He is an Associate Professor and former Dean of the Faculty of Law at National Economics University, Vietnam.

He has been an arbitrator at the Vietnam International Arbitration Centre (VIAC) since 2002. He is also a member of the panel of arbitrators with the China Maritime Arbitration Commission (CMAC), Singapore International Arbitration Centre (SIAC), Asian International Arbitration Centre (AIAC), and Hainan International Arbitration Court (HIAC).

He is a CEDR Accredited Mediator (United Kingdom) and holds a Train-the-Trainer Certificate on Mediation Training from CEDR. He has been a mediator at the Vietnam Mediation Center (VMC) since 2019. Recently, he became a Member (MCI Arb) of the Chartered Institute of Arbitrators (UK) and joined WIPO's list of Neutral Arbitrators and Mediators.

With extensive expertise, a commitment to legal education, and a significant impact on dispute resolution, Assoc. Prof. Dr. Tran Van Nam stands as a distinguished figure in the legal community in Viet Nam.



### Mr. **TRAN THANH TAM**

Senior Lecturer at Foreign Trade University, Ho Chi Minh City Campus,  
Senior Legal Counsel at The Lam Law Firm

Tam Tran is a Senior Lecturer at Foreign Trade University, Ho Chi Minh City Campus, Senior Legal Counsel at The Lam Law Firm, and an arbitrator at the Southern Trade Arbitration Centre (STAC).

He holds an LL.M. by Research from La Trobe University, where he was an Australia Awards Scholar. He has also conducted research at the Max Planck Institute for Comparative and International Private Law in Germany and was selected to participate in the IGLP Scholars Workshop at Harvard Law School.

His teaching and professional work focuses on the CISG, international sales law, and arbitration. He has delivered training and provided consultancy to organizations including VIAC, VCCI, PVGas, Hyosung Vietnam, UOB Bank, and JAS Vietnam.



### Ms. **NGUYEN THI PHUONG TRINH**

Founding Partner of TNP Law,  
Listed Mediator at Vietnam Mediation Centre (VMC)

Trinh Nguyen is one of few lawyers with dual qualification in Australia (since 2004) and Vietnam (since 2026). Over the past 20 years, Trinh worked at international law firms prior to being a partner at a large national firm and founded a boutique law firm, TNP Law (since 2007), focusing on Infrastructure projects, land-based and sea-based construction front end, and back end. Trinh concurrently maintains a principal level solicitor license in Victoria, Australia. She acts as lead counsel in an international arbitration matter with multi-million dollars claims arising from sea-based construction projects and as co-counsel in complex cross-border investment disputes. In 2022, Trinh assisted the largest Vietnamese conglomerate in coordinating the drafting and administration of construction contracts for a multi-billion dollars manufacturing plant overseas.

Trinh is the first Vietnamese lawyer elected a Vice Chair of Cross-Border Investment Committee under IPBA having served two consecutive terms (2015-2019). Since 2013, Trinh has contributed and updated Vietnam Chapter Kluwer Law for Commercial Litigation Publication. In 2018, Trinh became the first female Vietnamese lawyer awarded both the CIarb Diploma in International Arbitration and the fellowship at Chartered Institute of Arbitrators. She served as the inaugural Chairperson of CIarb Vietnam Chapter (2021-2024) and currently as a Vice chairwoman of the Society of Construction Law of Vietnam (SCLVN).

Trinh empaneled at Vietnam Mediation Center under VIAC and an Australian national accredited mediator under AMDRAS. In 2023 Trinh was a sole Vietnamese member in an international faculty delivering the Arbitrators' Skills Bootcamp Training for Arbitrators of VIAC. She participated as a Guest speaker at the Master of Construction Law Program by Melbourne Law School and that of University of Pekalongan (UNIKAL) - Indonesia.

Trinh is listed in the panel of arbitrators and Mediators at KCAB INTERNATIONAL, THAC and listed as mediator at VMC and by Vienna International Arbitration Center as arbitration practitioner for Vietnam jurisdiction.

# CO-ORGANIZERS

## 1 Vietnam International Arbitration Centre (VIAC)



The Vietnam International Arbitration Centre (VIAC) was established in 1993 by a Decision of the Prime Minister of the Socialist Republic of Vietnam through the merger of the Foreign Trade Arbitration Council (established in 1963) and the Maritime Arbitration Council (established in 1964). Pursuant to the Ordinance on Commercial Arbitration 2003, the Law on Commercial Arbitration 2010, and its current Charter, VIAC operates as an independent institution. Arbitral awards rendered by VIAC tribunals are final and binding, and are recognized and enforced in Vietnam as well as in over 170 countries and territories under the Convention on the Recognition and Enforcement of Foreign Arbitral Awards (the New York Convention 1958).

As a leading arbitration and mediation institution in Vietnam with international recognition, in recent years VIAC has handled thousands of domestic and international disputes across a wide range of sectors, including sale of goods, transportation, insurance, construction, finance, banking, investment, and others. The disputing parties come from most provinces in Vietnam and from key economic and trade partners worldwide. Over nearly three decades of development, VIAC has continuously grown, becoming a trusted institution and a reliable pillar of justice for both domestic and international business communities.

## 2 ADR Vietnam Chambers LLC (ADRVN)



ADR Vietnam Chambers LLC is licensed as a consultancy and management firm of full-time independent ADR Professionals including Arbitrators and Mediators, Consultants, Lecturers and Researchers, Expert Witness and Tribunal Secretaries. This is neither a law firm nor arbitration or mediation institution under Vietnamese law.

Our Members are neutrals who elect not to represent or to give advice to parties and are committed to the professions of arbitration and mediation as independents. Our Members are independent professionals who operate entirely separately from one another. Members are not under any obligation to share or refer work to one another and take all necessary steps to ensure that confidentiality is maintained at all times. Members are liable for their own professional practice under highest international standards.

Frequently appointed in high stakes cases and widely sought after as speakers at conferences, our members are well-known names in international dispute resolution as well as regular mentions in Who's Who Legal lists, Legal 500, Chambers and Partners and Asialaw rankings.

Members at ADR Vietnam Chambers LLC are well-published in journals of international arbitration and chapters to books. Further, many are law lecturers of international commercial arbitration and mediation at various law schools.





## VIAC'S ARBITRATION SERIES 2026

### A series of Talk shows on Specialised Arbitration

As commercial transactions become increasingly complex, cross-border and sector-specific, arbitration is expected to respond not only as a dispute resolution mechanism, but also as a practical framework capable of addressing the evolving legal, technical and commercial realities of modern disputes. This requires arbitration users and practitioners to develop a more specialised, practice-oriented and interdisciplinary understanding of dispute resolution. In this context, Vietnam International Arbitration Centre (VIAC) and ADR Vietnam Chambers (ADRVN) will co-organize the VIAC's Arbitration Series – VAS Crossover 2026, a series of talk shows on specialised arbitration. The series aims to create a focused platform for arbitrators, arbitration practitioners, in-house counsel, business representatives and academics to exchange insights on recent legal developments, sector-specific dispute risks, procedural innovations and practical approaches to dispute resolution.

Through a series of thematic sessions, VAS Crossover 2026 will examine key areas of specialised arbitration, including international trade (CISG), construction, M&A, finance, and maritime law. The programme will also introduce relevant updates in Vietnam's arbitration landscape, including the VIAC Rules of Arbitration 2026, while connecting domestic practice with regional and international perspectives. Ultimately, VAS Crossover 2026 seeks to foster a more informed, practice-oriented, and connected arbitration community in Vietnam.

|                |        |         |                                                                                              |               |
|----------------|--------|---------|----------------------------------------------------------------------------------------------|---------------|
| Event Timeline | 11 Sep | WEBINAR | <b>Specialised Arbitration in Focus<br/>#01 Construction Arbitration</b>                     | Virtual event |
|                | 25 Sep | WEBINAR | <b>Specialised Arbitration in Focus<br/>#02 M&amp;A and Financial Arbitration</b>            | Virtual event |
|                | 02 Oct | WEBINAR | <b>Specialised Arbitration in Focus<br/>#03 Maritime Arbitration</b>                         | Virtual event |
|                | 09 Oct | WEBINAR | <b>Specialised Arbitration in Focus<br/>#04 CISG and International<br/>Trade Arbitration</b> | Virtual event |



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