



# CISG Exclusion and Legal Efficiency (Global Trade Law)

*Lisa Spagnolo*

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## **CISG Exclusion and Legal Efficiency (Global Trade Law)** Lisa Spagnolo

The rationale behind the Vienna Convention on Contracts for the International Sale of Goods (CISG) is that a uniform sales law will lead to improved efficiency of cross-border sales and promote international trade. However, although it continues to attract new Member States and now applies to more than 80% of global trade, commercial parties often exclude the CISG, questioning it as a desirable choice of law.

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