



Dear All,

Welcome to the newest ProActive ThinkTank email Update.

We wish to remind you of our next event

Contracting as Strategies for Excellence

which will be held in conjunction with the 2015 **IACCM Academic Forum** organized by the International Association for Contract and Commercial Management (IACCM) in Henderson, NV, USA **6 October 2015**, during the **IACCM Americas Forum 2014** (see <http://www.iaccm.com/amer15/>) on October 6-8.

Like in previous years, the 2015 Academic Forum brings together professionals and academics from a variety of disciplines to provide a platform for knowledge exchange opening up possibilities for research collaboration and supporting closer ties between professionals and scholarly academics. If you are interested in submitting a proposal for a presentation or a paper for the Academic Forum, the deadline is **15 July 2015**. The focus of this year's event is contracting for sustainability, broadly interpreted as economics, relationships, and resources. Further, all other contract and contract management topics will be welcome. Submissions may be theoretical or empirical. Essays, case studies, experiments, field studies and state of the art reviews are all welcome. The organizers also welcome interdisciplinary research where academia and business collaborate on topics relevant to the theory and practice of contract and commercial management. Papers/presentations may be presented from a variety of disciplines, such as law, business, economics, social responsibility, finance, marketing, management, accounting, information design, management information systems, public administration, business education, and related fields. For submission guidelines and details, please see the Call for Papers / Presenters at <http://www.iaccm.com/amer15/?p=Event+Details&s=Academic+Forum+2015>.

Forthcoming Events of Interest

As those of you who have followed our work have noticed, we have found allies in information design, simplification and visualization helping us develop our ideas further so that they can be used more easily and widely in business as well as in research, development and training.

Since our last Update, a number of **Legal Design Jams** have been held – for details, you can go to <http://legaldesignjam.com/>. The next Legal Design Jam will take place in San Diego, CA, on **1 August 2015**. This will be a short afternoon Jam, from 12:00 to 18:00, and it will be hosted at California Western School of Law. The focus of the Jam will be the Defensive Patent License, a new legal mechanism to protect innovations and keep patent trolls at bay. For details, please go to <http://legaldesignjam.com/ldj-san-diego/>.

If you are interested in contracts, you might want to be part of the forthcoming **International Conference on Contract Simplification** organized by Swiss Re Centre for Global Dialogue on 29-31 March 2016 in Rüslikon/Zurich, Switzerland. For details, please go to http://cgd.swisre.com/events/contract_simplification.html.

Recent Courses, Publications and Presentations

Since our last Update, ProActive ThinkTank constituents have promoted the proactive approach through various courses, publications and presentations, including the following:

George Siedel, University of Michigan Ross School of Business, the co-author of Proactive Law for Managers (Gower 2011) and A Short Guide to Contract Risk (Gower 2013), has taught a MOOC

titled **Successful Negotiation: Essential Strategies and Skills**. The course is available on-demand at <https://www.coursera.org/learn/negotiation-skills>, with subtitles currently available in English, Portuguese, Spanish, and Chinese, and more to come.

By invitation of George Siedel, a **Symposium on the Preventive and Positive Roles of Law** was held on June 25-26, 2015, at the University of Michigan. Several papers presented at the Symposium dealt with the preventive and positive aspects of law, and the participants included members of the ProActive ThinkTank Core Group and of the Proactive Law Research Network.

Gerlinde Berger-Walliser, School of Business, University of Connecticut has published **Beyond Compliance: Sustainable Development, Business, and Proactive Law**, coauthored with Paul Shrivastava, in 46 GEORGETOWN JOURNAL OF INTERNATIONAL LAW 417 (2015), and presented on *Proactive Legal Strategies for Corporate Environmental Sustainability* at North Atlantic Association for Business Law, April 11, 2015, at University of Massachusetts Lowell.

Helena Haapio, University of Vaasa / Lexpert Ltd has co-authored three conference papers presented at the IRIS 2015 event held at the University of Salzburg, Austria, available through <http://jusletter-it.weblaw.ch/issues/2015/IRIS.html> and SSRN: 1) **Computational Contract Collaboration and Construction** (co-authored with Meng Weng Wong, Sebastiaan Deckers & Sidhi Dhir); 2) **Interdisciplinary Cooperation in Legal Design and Communication** (co-authored with Michael Curtotti & Stefania Passera); and 3) **Making Contracts Work: Playing a Game for Enhanced Managerial-Legal Collaboration** (co-authored with Christina Ramberg).

Recent publications and presentations of our stakeholders further include the following:

- **Flexibility and Stability in Contracts** by Thomas D. Barton, Helena Haapio & Tatiana Borisova, National Research University, HSE, St. Petersburg, published in *Lapland Law Review*, Issue 2, 2015, pp. 8–28. (Special Issue “Flexibility in Contracting” edited by Soili Nystén-Haarala, Thomas D. Barton & Jaakko Kujala) available at <http://www.ulapland.fi/InEnglish/Units/Faculty-of-Law/Research/Lapland-Law-Review/Issues/Issue-2,-2015>.
- **Responding to the Challenges: Making Contracts and the Law Work for Business** Presentation by Helena Haapio at the conference CISG - Status and Current Challenges: International Commercial Law from a Nordic and Baltic Perspective, Aarhus University & the Secretariat of UNCITRAL, 18 Sept 2014. <http://www.cisgnordic.net/conferencebook.shtml>.

Please let us know about your news, publications, events, and plans so we can spread the word in our next Update. We look forward to seeing you in Henderson in October, if not earlier, and to receiving your thoughts, ideas and comments.

On behalf of the Core Team of the ProActive ThinkTank

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PS. We continue to seek possible sources for financial support to our initiatives that would enable the ProActive ThinkTank to bring together many of the concepts, theories and practical tools that we have been developing and are exploring. If you are interested in this, please contact us for more information or to discuss.

If you are interested in our work and have not yet notified us of your interest, please contact one of us, and we will add your email address to our mailing list. If you need to update your contact information or no longer wish to receive updates from us, please let us know.

Watch out for more information. For our Mission Statement and earlier Updates, please go to <http://www.proactivethinktank.com> or <https://www.iaccm.com/gp/proactive>