

19 May 2014

Dear All,

Welcome to the 13th ProActive ThinkTank email Update.

We are delighted to announce

### **Our Next Event in Copenhagen on June 16, 2014**

to be held in conjunction with the **2014 IACCM Academic Forum**, organized by Copenhagen Business School and the International Association for Contract and Commercial Management (IACCM) during the **IACCM Europe Forum 2014** (see <http://www.iaccm.com/europe14>) on 16–18 June 2014. The general theme of this year's Academic Forum is **Modern Contract Management: Integrating contract theory, law, and organization studies**. In addition to the ProActive ThinkTank and the Nordic School of Proactive Law, the event is supported by Århus University and Southern Danish University. For program details, please see <http://www.iaccm.com/europe14/?p=Event+Details&s=Academic+Forum>.

We have held Proactive Law events every second year in Finland, Sweden, France, Denmark, and the United States. This year, we are exploring the opportunity of making this an annual event. Like in previous years, the 2014 Academic Forum brings together contract and project management professionals and academics from a variety of legal and management disciplines. They will explore and share their insights and experience with contract design, organizational design, processes, skills, tools and techniques that help organizations to cooperate efficiently in a complex and uncertain business world. The Forum aims to provide a platform for the exchange of knowledge, open up possibilities for research collaboration and form closer ties between professionals and scholarly academics.

If you cannot make it to Copenhagen, please note that the **IACCM Americas Forum 2014** will be held in Chicago, Illinois, on 14–16 October 2014 (<http://www.iaccm.com/amer14>). This event, too, is likely to offer a wealth of sessions interesting for our stakeholders involved in contracting.

### **Clearer Legal Information**

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. Slides have been posted at <http://www.simplificationcentre.org.uk/events/clearer-legal-information/> (shortlink: <http://bit.ly/1hDZB1c>) for the presentations at **Clearer Legal Information**, an event organized by the Simplification Centre (<http://www.simplificationcentre.org.uk>), the Information Design Association (IDA; <http://www.infodesign.org.uk>) and Clarity (<http://www.clarity-international.net>) in London on 9 April 2014. A storify of Twitter tweets from the event can be found at <https://storify.com/richards1000/clearer-legal-information-conference-9-april-2014> (shortlink: <http://bit.ly/1kWEfdo>).

## Recent Publications and Presentations

Recent publications of our stakeholders include the following:

- Thomas D. Barton, California Western School of Law, Gerlinde Berger-Walliser, School of Business, University of Connecticut and Helena Haapio, University of Vaasa/Lexpert Ltd: **Visualization: Seeing Contracts for What They Are, and What They Could Become.** *Journal of Law, Business & Ethics*, Vol. 19, 2013, pp. 47–63. The Abstract and full paper are now available at [http://papers.ssrn.com/sol3/papers.cfm?abstract\\_id=2005434](http://papers.ssrn.com/sol3/papers.cfm?abstract_id=2005434).
- Stefania Passera, Aalto University, Helena Haapio, University of Vaasa/Lexpert Ltd and Thomas D. Barton, California Western School of Law: **Innovating Contract Practices: Merging Contract Design with Information Design**, In J. Chittenden (Ed.): *Proceedings of the 2013 IACCM Academic Forum*. International Association for Contract and Commercial Management, Ridgefield (CT) 2013, pp. 29–51, available at <http://scholarlycommons.law.cwsl.edu/fs/73/>.
- Stefania Passera, Helena Haapio & Michael Curtotti: **Making the Meaning of Contracts Visible – Automating Contract Visualization.** In E. Schweighofer et al. (Eds.): *Proceedings of the 17th International Legal Informatics Symposium IRIS 2014*. Österreichische Computer Gesellschaft OCG, Wien 2014, pp. 443–450. LexisNexis Best Paper Award Finalist – Top 10 Paper. Also published in Jusletter IT, 20 February 2014 (en), 20. Februar 2014 (de), <http://jusletter-it.weblaw.ch/issues/2014/IRIS/2540.html> (for subscribers only).
- Helena Haapio: **Lawyers as Designers, Engineers and Innovators: Better Legal Documents through Information Design and Visualization.** In E. Schweighofer et al. (Eds.): *Proceedings of the 17th International Legal Informatics Symposium IRIS 2014*. Österreichische Computer Gesellschaft OCG, Wien 2014, pp. 451–458. Also published in Jusletter IT, 20 February 2014 (en), 20. Februar 2014 (de), <http://jusletter-it.weblaw.ch/en/issues/2014/IRIS/2541.html> (for subscribers only).
- Milva Finnegan: **Using Visuals to Capture the Business Deal in the Contract.** *Contract Management*, April 2014, pp. 40–51, available at <http://read.nxtbook.com/ncma/contractmanagement/april2014/usingvisuals.html>.
- Helena Haapio: **Using the CISG Proactively.** Book Chapter in **International Sales Law: A Global Challenge** published by Cambridge University Press and edited by Larry DiMatteo, see <http://www.cambridge.org/us/academic/subjects/law/sports-law/international-sales-law-global-challenge>.

In addition to the above, we have promoted the proactive approach through various courses, research projects, conference papers and presentations, including the following:

- René Franz Henschel, Department of Law, Business and Social Sciences, Aarhus University, has been teaching courses in Proactive Management and Proactive Law (PAMPAL) for bachelor's students and Contract Management, including Proactive Law for Managers for MBA students at Aarhus University.
- George Siedel, University of Michigan Business School, has presented at a number of conferences, most recently on Positive Legal Strategies at the Positive Business Conference held at the University of Michigan Ross School of Business on 15–17 May, 2014, see <http://positivebusinessconference.com>.
- Eric van de Luytgaarden, Zuyd University, is currently conducting a research project on applied law studies and how to change the paradigm into proactive legal thinking. This will result in starting a new curriculum at Sittard Law School in September 2014, with proactiveness and the prevention of legal problems as the main focus. His next research project proposal is on the implementation of proactive law throughout different faculties of Zuyd University in co-operation with Leuven University of Applied Sciences in Belgium. For the focus on research on proactiveness in lawyering, see <http://www.zuyd.nl/onderzoek/lectoraten/recht-in-europa>. Recently there has been a discussion in the Netherlands on changing the training of lawyers for the bar, see Eric's publications: <http://www.mr-online.nl/ opinie/341-opleiding/23525-juridisch-hbo-levert-al-de-brede-bachelor> and <http://www.scienceguide.nl/201403/juridisch-hbo-loopt-voorop.aspx>.

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 at our events and to receiving your thoughts, ideas and comments.

On behalf of the Core Team of the ProActive ThinkTank

Helena Haapio, [helena.haapio\(at\)lexpert.com](mailto:helena.haapio@lexpert.com)

Gerlinde Berger-Walliser, [gerlinde.berger-walliser\(at\)uconn.edu](mailto:gerlinde.berger-walliser@uconn.edu)

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>.