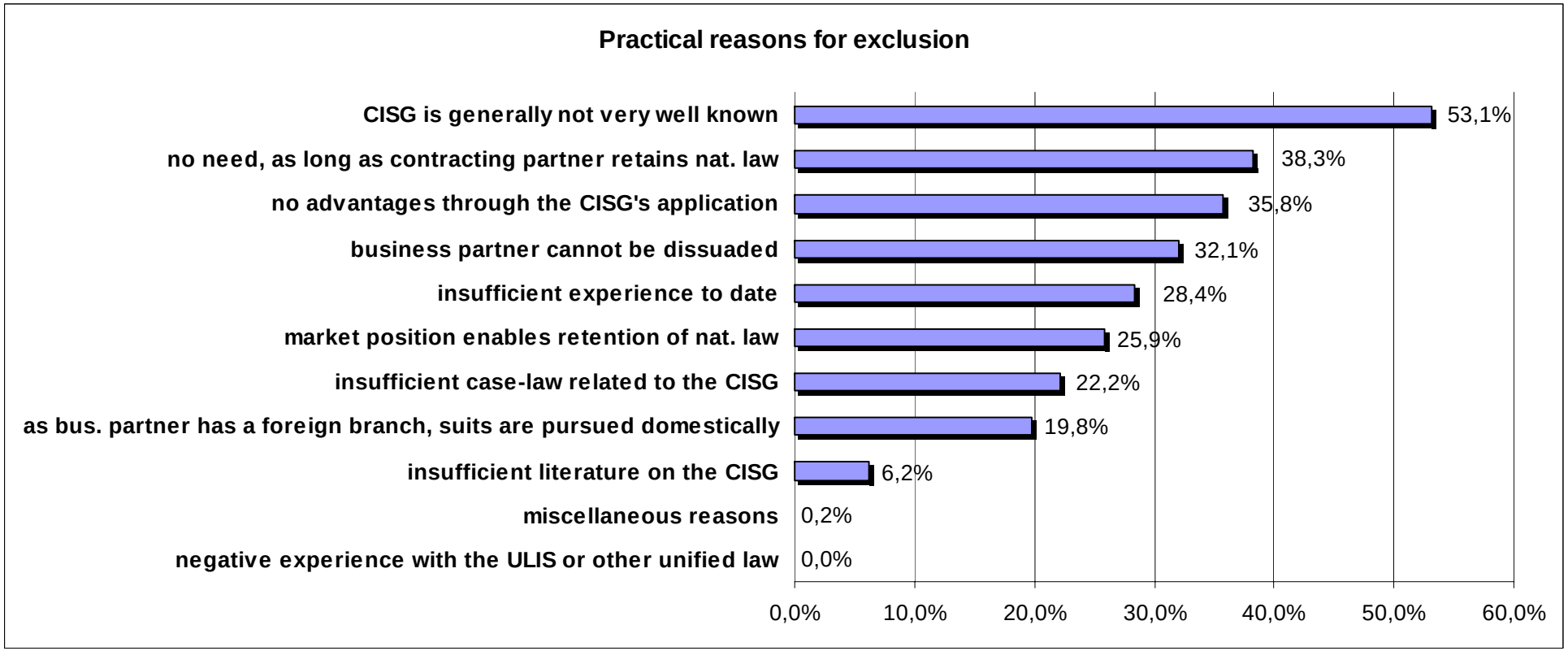
Practical reasons for exclusion
CISG is generally not very well known
53,1%
no need, as long as contracting partner retains nat. law
38,3%
no advantages through the CISG's application
35,8%
business partner cannot be dissuaded
32,1%
insufficient experience to date
28,4%
market position enables retention of nat. law
25,9%
insufficient case-law related to the CISG
22,2%
as bus. partner has a foreign branch, suits are pursued domestically
19,8%
insufficient literature on the CISG
6,2%
miscellaneous reasons
0,2%
negative experience with the ULIS or other unified law
0,0%
0,0%
10,0%
20,0%
30,0%
40,0%
50,0%
60,0%