

WILLIAM P. JOHNSON
SAINT LOUIS UNIVERSITY
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ST. LOUIS, MO 63108
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ACADEMIC APPOINTMENTS

Saint Louis University School of Law

Associate Professor of Law

Co-Director, Center for International and Comparative Law

Courses: Commercial Transactions, Secured Transactions, International
Business Transactions, Advanced International Business Transactions

St. Louis, MO

July 2012 – present

July 2012 – present

Vytautas Magnus University Faculty of Law

Visiting Professor

Courses: International Business Transactions, International Distribution
and Franchising Law

Kaunas, Lithuania

April 2012; Dec. 2013

Bucerius Law School

Guest Professor

Course: International Distribution and Franchising Law

Hamburg, Germany

Aug. 2013

University of North Dakota School of Law

Assistant Professor of Law

Courses: Contracts I, Contracts II, Sales, International Business Transactions

Grand Forks, ND

Aug. 2008 – June 2012

EDUCATION

University of Michigan Law School

Juris Doctor, *cum laude*, 2001

Certificate of Merit Award (highest grade), Law as a Business

Participant, Second Colloquium on Challenges in International Refugee Law

Research Assistant, Prof. James C. Hathaway

Ann Arbor, MI

Winter 2001

March 2001

Oct. 1999 – May 2000

Leiden University Law Courses Programme

Law school semester study abroad program at Leiden University

Other countries visited: Belgium, France, Germany, Iceland, and Switzerland

Leiden, The Netherlands

Sept. – Dec. 2000

University of Minnesota—Twin Cities

Bachelor of Arts, German (minor in Russian), *cum laude*, 1995

Minneapolis, MN

German American Partnership Program (GAPP)

Student summer exchange program with *Gymnasium Hohenbaden*
in Baden-Baden, West Germany

Other countries visited: East Germany, France, and Switzerland

West Germany

Summer 1990

PUBLICATIONS

U.S. Law Journal Articles

Analysis of Incoterms as Usage Under Article 9 of the CISG, 35 UNIVERSITY OF PENNSYLVANIA JOURNAL OF INTERNATIONAL LAW (2013) (forthcoming)

The Hierarchy That Wasn't There: Elevating 'Usage' to its Rightful Position For Contracts Governed by the CISG, 32 NORTHWESTERN JOURNAL OF INTERNATIONAL LAW & BUSINESS 263 (2012)

- Cited in Fred H. Miller & William H. Henning, *On The Shelf (UCC)*, 46 U.C.C. L. LETTER 6 (2013)

Understanding Exclusion of the CISG: A New Paradigm of Determining Party Intent, 59 BUFFALO LAW REVIEW 213 (2011)

- Cited in the following books:
 - LYNN M. LOPUCKI ET AL., COMMERCIAL TRANSACTIONS: A SYSTEMS APPROACH 42 (5th ed. 2012)
 - DANIEL KEATING, SALES, A SYSTEMS APPROACH 44 (5th ed. 2011)
- Cited in the following law review articles:
 - Comment, *Putting the CISG Where it Belongs: in the Uniform Commercial Code*, 29 TOURO L. REV. 173 (2013).
 - Michael Brandon Lopez, *Creating the National Wealth: Authorship, Copyright, and Literary Contracts*, 88 N.D. L. REV. 161 (2012)
 - Symeon C. Symeonides, *Private International Law Bibliography 2011: U.S. and Foreign Sources in English*, 60 AM. J. COMP. L. 369 (2012)
- Cited in the following treatises and commentaries:
 - 1 HAWKLAND U.C.C. SERIES § 2-102 (Frederick H. Miller ed., 2012)
 - Tennessee Practice Series, Contract Law and Practice § 7:39 (2012)
 - 2 GUIDE TO THE INTERNATIONAL SALE OF GOODS CONVENTION (West) § 23:9 (2011)
 - *Current Literature*, 43 U.C.C. L. J. Art. 5 (2011)

Persecution in the Fog of War: The House of Lords' Decision in Adan, 23 MICHIGAN JOURNAL OF INTERNATIONAL LAW 247 (2002) (with Michael Kagan)

Non-U.S. Law Journal Articles

Controvérsia no Horizonte: Contratação para Resolução Eficaz de Disputas em Transações Comerciais Internacionais. Uma Perspectiva Norte-Americana [The Dispute on the Horizon: Contracting for Effective Dispute Resolution in International Business Transactions. A U.S. Perspective], 86 REVISTA DE DIREITO DO TRIBUNAL DE JUSTIÇA DO ESTADO DO RIO DE JANEIRO 40 (Alexandre Freitas Câmara & Antonio Carlos Esteves Torres trans., 2011) (Braz.)

Turkey's Accession to the CISG: The Significance for Turkey and for Sales Transactions with U.S. Contracting Parties, 8 ANKARA LAW REVIEW 1 (2011) (Turk.)

Shorter Works

U.N. Convention on Contracts for the International Sale of Goods, in International Commercial Transactions, Franchising, and Distribution, 44 THE INTERNATIONAL LAWYER 229, 238-41 (2010)

Competition Law and Distribution in East Asia, FRANCHISING BUSINESS & LAW ALERT, May 2007, at 1

Selecting Foreign Sales Intermediaries, CORPORATE COUNSEL, Oct. 2003, at A4 (with Timothy J. Sheehan)

Current Works in Progress

Waking the Sleeping Giant: Brazil's Accession to the UN Convention on Contracts for the International Sale of Goods (draft in progress) (with Paulo Brancher)

No Nexus Required: Respecting Choice of New York Law in International Business Contracts (draft in progress)

SELECTED PRESENTATIONS & SCHOLARSHIP ACTIVITIES

Transnational Sales of Goods: Contrasting the CISG and Article 2 of the UCC

Speaker, New England Law | Boston, Center for Business Law Spring 2013 Conference
Boston, MA - February 21, 2013

Choice of Law That Matters: Making a Smart Choice Regarding Application or Exclusion of the CISG for International Sale of Goods Transactions

Program Co-Chair & Co-Moderator, ABA Section of International Law 2012 Spring Meeting
New York, NY - April 20, 2012

When North Dakota Goods Cross International Borders: Significant Commercial Aspects of the International Purchase or Sale of Goods

Speaker, Cass County Bar Association
Fargo, ND - January 26, 2012

Pathways to the International Legal Academy and What You Find There: The Various Roles of Law Professors and Legal Academics

Program Co-Chair & Moderator, ABA Section of International Law 2011 Fall Meeting
Dublin, Ireland - October 11, 2011

ABA Section of International Law ILEX Briefing Trip to Northern Ireland

Delegate
Belfast, Northern Ireland, United Kingdom - October 9-11, 2011

Educating the Future Transnational Lawyer: European Approaches and Innovations

Program Co-Chair & Commentator, ABA Section of International Law 2010 Fall Meeting
Paris, France - November 2, 2010

Understanding Exclusion of the CISG: A New Paradigm of Determining Party Intent

Speaker, Central States Law Schools Association 2010 Annual Conference
Grand Forks, ND - September 25, 2010

Planning for Effective Dispute Resolution in International Business Transactions – A U.S. Perspective

Speaker, Inter-American Bar Association XLVIth Conference
Rio de Janeiro, Brazil - June 17, 2010

ABA Section of International Law ILEX Briefing Trip to Brazil and Peru

Delegate
São Paulo, Brazil / Lima, Peru - April 26 – May 1, 2009

Business and Finance in Today's Economy and the Effects on and Reactions of Law Firms

Panelist, Centro de Estudos das Sociedades de Advogados (CESA)
São Paulo, Brazil - April 27, 2009

Selling Goods in the European Union: Managing Distribution Networks

Speaker, State Bar Association of North Dakota / UND School of Law Homecoming CLE Program
Grand Forks, ND - October 17, 2008

Using Agents and Distributors Abroad

Speaker, Foley & Lardner LLP 16th Annual Law of Product Distribution & Franchise Seminar
Milwaukee, WI - May 1, 2007

The Emerging Role of Competition Laws as Applied to Distribution Arrangements in East Asia

Speaker, Foley & Lardner LLP 15th Annual Law of Product Distribution & Franchise Seminar
Milwaukee, WI - April 25, 2006

Key Aspects of Product Distribution in Europe

Speaker, Foley & Lardner LLP 14th Annual Law of Product Distribution & Franchise Seminar
Milwaukee, WI - April 13, 2005

Top Ten Legal Developments of 2002 in the European Union

Co-Speaker, Wisconsin World Trade Center's Regional Business Climate Update on the European Union
Milwaukee, WI - February 14, 2003 (with Timothy J. Sheehan)

PROFESSIONAL HONORS & AWARDS

Recipient, UND School of Law Alphson Research Fellow Award, 2011-2012

Recipient, Faculty Advisor of Excellence Award, UND Black Law Students Association, March 2011

Nominee, University of North Dakota Award for Graduate or Professional Excellence in Teaching, 2008-2009

Lead U.S. counsel, hydroelectric turbine supplier, *Project Xacbal*, a large hydroelectric power project in Guatemala, recognized by LatinFinance Magazine as "Best Power/Energy Deal 2007" and by Project Finance Magazine as "Latin American Renewables Deal of the Year 2007," 2007

Recipient, Advisor of the Year Award, St. Norbert College, 1997

Recipient, Cultural Diversity Office Certificate of Award, St. Norbert College, 1996

UNIVERSITY SERVICE

Co-Director, SLU School of Law Center for International and Comparative Law, 2012 - present

University of North Dakota (UND) Faculty Research Seed Money Committee, 2011-2012

UND School of Law Diversity Committee, 2011-2012

UND Black Law Students Association (BLSA) Faculty Advisor, 2010-2012

UND School of Law Curriculum Committee, 2009-2012; Vice-Chair, 2010-2012

UND School of Law Academic Affairs Committee, 2009-2012

UND School of Law Student Governance Support Working Group, 2009-2011

UND School of Law Student Affairs Committee, 2008-2009

UND School of Law Technology Committee, 2008-2009

St. Norbert College Catholic Identity Task Force, 1996-1997

St. Norbert College Diversity Issues Task Force, 1996-1997

St. Norbert College International Programs Task Force, 1996-1997

PROFESSIONAL LEGAL EXPERIENCE

Foley & Lardner LLP

*Associate, Business Law Department
Summer Associate*

Milwaukee, WI
Sept. 2002 – July 2008
May – Aug. 2000

Minnesota Supreme Court

Judicial Law Clerk, Hon. Russell A. Anderson

St. Paul, MN
Aug. 2001 – July 2002

Faegre & Benson LLP

Summer Associate

Minneapolis, MN
May - July 2001

Oppenheimer Wolff & Donnelly LLP

Summer Associate

Minneapolis, MN
May – Aug. 1999

OTHER PROFESSIONAL EXPERIENCE

St. Norbert College

*Residence Hall Director
Upward Bound Residential Life Coordinator*

De Pere, WI
Sept. 1995 – Aug. 1998
Summer 1997

LICENSES, BAR ADMISSIONS & PROFESSIONAL ASSOCIATIONS

Law Licenses and Bar Admissions

Licensed: State of Wisconsin (Inactive)

Admitted: U.S. District Court for the Eastern District of Wisconsin

Professional Affiliations

State Bar of Wisconsin

American Bar Association (ABA)

- ABA Section of International Law
- ABA Section of Legal Education and Admissions to the Bar

Leadership Positions in the American Bar Association (ABA)

Co-Chair, International Commercial Transactions, Franchising and Distribution Committee, ABA Section of International Law, Aug. 2010 – present

Vice-Chair, International Legal Education and Specialist Certification Committee, ABA Section of International Law, Aug. 2009 – present

Steering Group, Latin America and Caribbean Committee, ABA Section of International Law, Oct. 2009 – Aug. 2012

Steering Committee, ABA Section of International Law 2011 Fall Meeting (Dublin, Ireland), Dec. 2010 – Oct. 2011

Vice-Chair, International Commercial Transactions, Franchising and Distribution Committee, ABA Section of International Law, Aug. 2009 – Aug. 2010

ABA Section of International Law Liaison to the Organization of American States (OAS), Aug. 2009 – Aug. 2010

VOLUNTEER ACTIVITIES & COMMUNITY SERVICE

American Bar Association (ABA)

Program Review Group, ABA Section of International Law 2013 Fall Meeting (London, United Kingdom) (obligations occurred in January and February 2013)

Track Coordinator, “Latin America / Caribbean” track, ABA Section of International Law 2012 Fall Meeting (Miami, FL) (obligations commenced in January 2012 and continued through October 2012)

Program Review Group, ABA Section of International Law 2012 Fall Meeting (Miami, FL) (obligations occurred in January and February 2012)

Track Coordinator, “Legal Education” track, ABA Section of International Law 2011 Fall Meeting (Dublin, Ireland) (obligations commenced in December 2010 and continued through October 2011)

Program Review Group, ABA Section of International Law 2011 Fall Meeting (Dublin, Ireland) (obligations occurred in January and February 2011)

Track Coordinator, “Spotlight on Europe” track, ABA Section of International Law 2010 Fall Meeting (Paris, France) (obligations occurred primarily in March through May 2010 and in October and November 2010)

Program Review Group, ABA Section of International Law 2010 Fall Meeting (Paris, France) (obligations occurred January through March 2010)

Program Review Group, ABA Section of International Law 2010 Spring Meeting (New York, NY) (obligations occurred in July and August 2009)

Program Review Group, ABA Section of International Law 2009 Fall Meeting (Miami, FL) (obligations occurred in March and April 2009)

Greater Grand Forks Soccer Club

Board Member (Vice-President), competitive youth soccer club, Grand Forks, ND, Nov. 2011 – Aug. 2012

Sunflake Soccer Club

Volunteer Coach, fall and spring recreational girls youth soccer team, Grand Forks, ND, Sept. 2009 – May 2012

Junior Achievement of the Upper Midwest, Inc.

Classroom Volunteer, J. Nelson Kelly Elementary School, Grand Forks, ND, Spring 2011

Junior Achievement of Wisconsin, Inc.

Foley & Lardner Company Coordinator for Classroom Volunteers, 2006-2008

Foley & Lardner Company Coordinator for Junior Achievement Annual Fundraising Event, 2002-2008

Classroom Volunteer, Atwater Elementary School, Shorewood, WI, 2007

Classroom Volunteer, Burbank Elementary School, Milwaukee, WI, 2003-2006

FOREIGN LANGUAGES

German (fluent)

Italian (conversational)

Spanish (basic)

Russian (elementary)