

Call for Papers

Journal of Strategic Contracting & Negotiation (JSCAN)

Contracting Principles

Special Issue & Paper Development Workshop

JSCAN Special Issue on *Contracting Principles*

The [International Association for Contract and Commercial Management](#) (IACCM) invites researchers and practitioners to submit papers for the Special Issue of the [Journal of Strategic Contracting and Negotiation \(JSCAN\)](#) on *Contracting Principles*.

Research Areas/Topics of Interest

The faster parties come to “yes,” the sooner critical products or services can drive a customer's business success, the quicker involved personnel can shift to other tasks, and the earlier revenue streams can hit the supplier's books. Unfortunately, all too often, negotiations over the same issues slow down the process. Many of us can replay arguments over limitations of liability, indemnifications, audits and the like in our sleep. A practical solution is at hand.

The [IACCM Contracting Principles](#) (the “Principles”) provide a set of guidelines to support and streamline the drafting and negotiation of contract clauses. They offer contracting parties the ability to take fair and balanced positions from the outset of negotiations on a variety of terms that frequently absorb significant time and resource in arriving at those general outcomes. They are intended to serve as industry-adopted set of guidelines to support either the drafting of applicable contract clauses or the negotiation of applicable terms and conditions between a supplier and a customer and as such have the potential to reduce or eliminate the need for negotiation on these issues and shorten cycle time to signature.

The Contracting Principles cover a wide range of topics, including: (1) Assignment and Novation; (2) Compliance with Laws; (3) Customer Audit of Suppliers; (4) Data Security and Privacy; (5) Force Majeure; (6) Indemnification of Third Party Claims (Excluding Intellectual Property Claims); (7) Intellectual Property Rights and Indemnification for Third Party IP Claims; (8) Liability Caps and Exclusions from Liability; (9) Non-Solicitation; (10) Service Level Agreement Remedies; (11) Subcontracting; (12) Suspension Rights; and (13) Termination Assistance.

The Principles are available here <https://www.iaccm.com/resources/contracting-principles/>. For those interested, the drafters of the Principles explain the need and the reasoning behind the development of the Contracting Principles; see [Hal Bretan and Lita Bollimpalli, IACCM Contracting Principles, Contracting Excellence Journal, January 25, 2018](#).

We are looking for authors interested in providing an article of 6000/8000 word (including, brief and limited footnotes) review of the Principles. The submission is not expected (but may) focus on a single principle, as some principles may be combined when viewed in light of a business issue.

Guide for Authors

Abstract Submission: Interested authors should submit an abstract (300-500 words) by July 1st, 2020. The abstract should identify the topic and should identify other law/best practices/guidance that will be used to evaluate the principle. Authors need to include a brief summary of recent publications/ expertise in the selected area and/or a recent resume/cv.

Selection Criteria: The Special Edition Editor – Associate Professor Angie Raymond – will review abstract submissions. The review process will consider not only the topic/areas of coverage, but will consider the topic in conjunction with other submissions - as we want the special edition to cover a large portion of the IACCM Contracting Principles.

Decisions: The Editor will notify the authors of acceptance by July 10th, 2020.

Delivery Timeframe: The editors have set a tentative submission date of October 30, 2020. However, the due date is tentative at this time. Once authors and reviews are onboard, the journal will work to accommodate the author/reviewers needs, within reason.

Interested authors should adhere to the [JSCAN's submission guidelines](#). All submitted papers will be reviewed on a double-blind, peer review basis. The papers are expected to be of 6,000 to 8,000 words (including footnotes and bibliography).

Authors of accepted papers will qualify for the JCAN Best Paper Award. The [JSCAN Best Paper Award](#) is awarded to the author of an outstanding paper published in the journal each year. **Recipient of the award will receive a £2,000 award!**

Important Dates

Abstract submission: **July 1, 2020**

Notification of acceptance: **July 10, 2020**

Final paper submission: **October 30, 2020**

About JSCAN

The official journal of the IACCM, JSCAN is an international peer-reviewed journal for research and theory about practices that challenge the status quo in strategic contracting and negotiations, and the commercial implementation of business strategy or policy. This journal is a member of the Committee on Publication Ethics (COPE).

JSCAN also addresses the impact of contracting and negotiation on trust and ethics in business. Contracting and negotiation have become core to organizational and inter-organizational relationships, irrespective of sector or industry, and of national or international boundaries.

As a cross-disciplinary endeavour drawing on the social sciences, JSCAN aims to lead the wave of change concerning theory, research and the practice of strategic contracting and negotiation

Contact Information

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We look forward to receiving your submissions!

Sincerely,
IACCM Team