

VIAC – Questionnaire for Arbitrators

1. **Name:** Alejandro Osuna

2. **Citizenship:** Mexican

3. **Contact information:**

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4. **Current position:**

Partner at Osuna González y Asociados, S.C., in Tijuana, Baja California, Mexico.

5. **Education:** LLM from the University of Pittsburgh, LLM (1998); JD from the Universidad Iberoamericana, Tijuana, Mexico (1995).

6. **Practiced experience in arbitration**

- How many arbitrations have you participated in (domestic/international); under which Rules?
18 arbitrations under the rules of the ICDR, ICC, GAFTA, Mexico City Chamber of Commerce, Mexican Arbitration Centre, and Ad-hoc arbitrations.
- How often have you acted as Chairman?
1
- How often have you acted as Sole Arbitrator?
6
- How often have you acted as Co-Arbitrator?
0
- How often have you acted as Counsel?
11
- How often have you acted in a different function (e.g. Administrative Secretary)?
1

7. **Publications and other activities in arbitration (e.g. training sessions, seminars, conferences, articles and others):**

Publications

Author: *The Interpretation in Mexico of the United Nation's Convention on Contracts for the International Sale of Goods*, Villanova Law Review, 601-621, volume 58, 2013, number 4.

Contributor to the drafting and Translator of the Spanish version: MODEL CONTRACTS FOR SMALL FIRMS: LEGAL GUIDANCE FOR DOING INTERNATIONAL BUSINESS, International Trade Centre (INTRACEN [UNCTAD/WTO]), Geneva, Switzerland, 2010.

Author: Chapter 20 of the book DRAFTING CONTRACTS UNDER THE CISG, *Dealing with Avoidance and Its Consequences: Articles 49(2), 64(2), and 81 Through 88*, Oxford University Press, 2007.

Author: *Buyer's Enabling Steps To Pay The Price: Article 54 Of The United Nation's Convention On Contracts For The International Sale Of Goods*, J.L. & Com. (2005), 1: 299-323 Volume 25 -1.

Author: *Compraventa Internacional, Jurisprudencia y Problemas* (International Sales Law, Cases and Problems), published by Tax Editores Unidos (2004)).

Author: *Comentarios a La Convención de Naciones Unidas sobre la Cesión de Créditos en el Comercio Internacional* (Commentary to the United Nations Convention on the Assignment of Account Receivables (72 Revista Jurídica de la Universidad de Puerto Rico, 31-69 (2003))).

Author: *Los Honorarios Legales como Daños en el Ámbito de la Convención de Naciones Unidas sobre la Compraventa Internacional de Mercaderías* (Legal Fees as Damages under the Convention for the International Sale of Goods (106, UNIVERSITAS, Pontificia Universidad Javeriana, Colombia (2003))).

Events as Speaker/Panelist

Speaker, October 2019, *From Theory to Practice. Arbitration of International Contract Disputes*. Monterrey Chapter of the International Chamber of Commerce, in Monterrey, Mexico.

June 20, 2019, Roundtable: *Cross Border Dispute Resolution; Challenges and Perspectives*, organized by JAMS- and the US Mexico Bar Association, in Tijuana, Baja California, Mexico.

August 2018 U.S.-Latin America Cross-Border Practice Roundtable Discussion, JAMS Los Angeles Resolution Center, Los Angeles, CA 90013, USA.

Speaker, November 2017, *National Association of Business Lawyers (ANADE)*, annual conference in Guadalajara, Mexico, *"Seller's rights against Buyer under the United Nation's Convention on Contracts for the International Sale of Goods."*

Speaker, October 8, 2017, Uniform Interpretation of the United Nation's Convention on the International Sale of Goods, San Diego, California, USA,

Speaker, September 8, 2017, *National Association of Business Lawyers (ANADE)*, semi-annual regional conference in Tecate, Baja California, Mexico. *"The Development of the International Center for Arbitration and Mediation (ICAM)"*.

Trainer, November 15, 23 and 25, 2016, *"The Law Applicable to International Commercial Contracts"*, a training sessions for Mexican judges that took place in the cities of Ensenada, Tijuana and Mexicali, State of Baja California, Mexico, organized by the Baja California Judiciary.

Trainer, November 23, 2016, *"The Law Applicable to International Commercial Contracts"*, a training session for judges that took place in Mexicali, Baja California, Mexico, with the Baja California Judiciary".

Speaker, November 11, 2016, *"Arbitration, Mediation and Dispute Panels in the Construction Industry"*, a presentation made before the Mexican Construction Industry Chamber, in La Paz, State of Baja California Sur, at the Construction Expo 2016.

Speaker, November 9, 2016, *"International Arbitration"*, Universidad Iberoamericana Tijuana School of Law, in Tijuana, Baja California, Mexico.

November 2013, speaker at the Costa Rican Bar Association in San José, where he spoke about the Mexican judiciary's experience in interpreting the Vienna Sales Convention, at an event organized by UNCITRAL and the Costa Rican chapter of the International Chamber of Commerce.

In January 2013, speaker at Villanova University at a Symposium on the United Nation's Convention on Contracts for the International Sale of Goods.

In September of 2009, meeting of the Special Drafting Committee for the Legal Guide on International Contracts, in Paris, France organized by the International Trade Centre.

In April 2009, participated at the plenary meeting of the Pro Bono Committee on International Contracts for the International Trade Center (INTRACEN), held in Geneva, Switzerland. The International Trade Center is joint WTO and UNCTAD organization. Participate in the Committee on International Sales Contracts, International Joint Ventures, and International Distribution Agreements.

In January of 2008, he participated as a panelist at an international Seminar in Mexico City, on International Contracts and Arbitration, organized by the National Autonomous University of Mexico.

In May 2006, he participated as a panelist in the Hemispheric Trade Conference, organized by UNCITRAL, US AID, hosted by Louisiana State University in Baton Rouge. He participated in the panel discussing international dispute resolution.

In November 2005, he was a panelist at an event that organized by UNCITRAL and the University of Pittsburgh, entitled "The CISG Digest as a Contract Drafting Tool". Collaboration appeared in a book published by Oxford University Press.

In March 2005, he was a panelist at the 25th anniversary of the United Nation's Convention on the International Sale of Goods an event that took place in Vienna, Austria, organized by the United Nation's Commission on International Trade Law. His collaboration appears on-line at the UNCITRAL website and in a special edition of the Journal of Law and Commerce of the University of Pittsburgh.

Attended Seminars

April 20, 2017, *Looking Ahead: Effectively Arbitrating Complex Disputes in the Global Energy Sector*, Houston, Texas, International Centre for Dispute Resolution

September 30, 2016 was a co-organizer with the *Construction Industry Arbitration Center of Mexico, of the Latin American Construction Industry Arbitration Symposium*. I participated as a moderator discussion at event in Ensenada, Baja California, Mexico.

June 3, 2016, co-organizer and speaker of Seminar with the Mexican Chapter of the International Chamber of Commerce "*Arbitration in Business Activities*", in Tijuana, Baja California, Mexico.

November 13, 2015, organized with the *Chartered Institute of Arbitrators* the Introduction to International Arbitration Program in Tijuana, Baja California, Mexico.

August 27, 2015 Symposium "Dispute Resolution in the International Energy Sector" organized by the International Court of Arbitration of the Arbitraje de la *International Chamber of Commerce* in Mexico City.

June 11, 2015, "*Arbitrating in North America-Now and Tomorrow*", UCLA, Los Angeles California, organized by the Chartered Institute of Arbitrators.

December 2011, "Symposium on International Commercial Arbitration" organized by the London Court of International Arbitration in Mexico City.

June 2011, on-line course on Sovereign Lending organized by UNITAR.

Washington College of Law, American University, in Washington DC (June 2010), "Summer Program on International Arbitration", "Investor vs State Arbitration" and "Cross Examination in International Arbitration".

Successfully completed the Mediator Training Program offered by the San Diego Mediation Center, in San Diego, California in 2003.

8. Membership in arbitral institutions / functions in arbitral institutions/organizations:

Secretary General of the Center for International Arbitration and Mediation (CIAM), Tijuana, Chamber of Commerce; Fellow, Chartered Instituted of Arbitrators; London Court of International Arbitration, users council; Member of the Arbitration Committee of ICC-Mexico; Member of the ADR Committee of the National Association of Business Lawyers (Mexico); listed with the ICDR and with the Arbitration Centre of the Lima Chamber of Commerce.

9. Languages

Mother tongue: **Spanish**

Working languages (i.e. languages in which you have both a spoken and written command so that you may conduct arbitral proceedings in this language): **English**

10. In which legal systems have you trained?

- | | | |
|---|--|--|
| <input checked="" type="checkbox"/> Civil Law | <input checked="" type="checkbox"/> Common Law | |
| <input type="checkbox"/> Austrian Law | <input type="checkbox"/> Hungarian Law | <input type="checkbox"/> Swiss Law |
| <input type="checkbox"/> Czech Law | <input type="checkbox"/> Polish Law | <input type="checkbox"/> Ukrainian Law |
| <input type="checkbox"/> German Law | <input type="checkbox"/> Slovakian Law | <input type="checkbox"/> European Law |

Other _____

11. What is your main jurisdiction of practice? Mexico

12. In which jurisdictions are you admitted to the bar? Mexico

13. Special expertise or specializations (please list a maximum of five):

- | | | | |
|--|--|--|---|
| <input type="checkbox"/> Antitrust/Unfair competition | <input type="checkbox"/> Damages | <input type="checkbox"/> Insolvency | <input type="checkbox"/> Power plants |
| <input type="checkbox"/> Aviation | <input checked="" type="checkbox"/> Distribution | <input type="checkbox"/> Insurance | <input type="checkbox"/> Private Intern. Law |
| <input type="checkbox"/> Banking & Finance | <input type="checkbox"/> Domain name disputes | <input type="checkbox"/> Intellect. property (IP) | <input type="checkbox"/> Public Intern. Law |
| <input type="checkbox"/> Capital markets | <input type="checkbox"/> Employment | <input type="checkbox"/> ISDS/ Foreign invest. | <input type="checkbox"/> Real estate |
| <input checked="" type="checkbox"/> CISG | <input type="checkbox"/> Energy | <input checked="" type="checkbox"/> Joint ventures | <input type="checkbox"/> Shipping |
| <input type="checkbox"/> Civil fraud disputes | <input type="checkbox"/> Engineering | <input type="checkbox"/> Licensing | <input type="checkbox"/> Sports |
| <input type="checkbox"/> Commercial disp. / transactions | <input type="checkbox"/> Entertainment | <input type="checkbox"/> Life sciences | <input type="checkbox"/> State/Public contracts |
| <input type="checkbox"/> Commodity market | <input type="checkbox"/> Healthcare & Pharmac. | <input type="checkbox"/> Maritime arbitration | <input type="checkbox"/> Technology |
| <input type="checkbox"/> Company/Corporate/M&A | <input type="checkbox"/> Hotel/Gastro./Tour. | <input type="checkbox"/> Media | <input type="checkbox"/> Telecommunication |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Inform. technology (IT) | <input type="checkbox"/> Mining | <input type="checkbox"/> Transport |
| <input checked="" type="checkbox"/> Contract law | <input checked="" type="checkbox"/> Infrastructure | <input type="checkbox"/> Natural resources | |
| <input type="checkbox"/> Other _____ | | | |

14. Date of birth: April 9, 1969.

VIAC offers arbitration practitioners the possibility to present themselves on its website. VIAC reserves the right to publish any presentations submitted and to remove it as the case may be. Parties are free to nominate an arbitrator of their choice and so is the VIAC Board when appointing an arbitrator. These presentations do not constitute recommendations but may assist the parties in choosing an arbitrator willing to conduct proceedings according to the Vienna Rules. The fact that an arbitration practitioner appears on this list, does not authorize this person to use the title "VIAC-arbitrator".

I have completed this questionnaire to the above to the best of my knowledge and believe they are accurate.

I hereby consent that the data provided in this questionnaire may be processed for the appointment of arbitrators and published by VIAC. This includes in particular publication on the website of VIAC as well as use in any presentations, etc. This consent may be withdrawn at any time by contacting VIAC at our general contacts, in particular by email addressed to office@viac.eu. The consequence of any such withdrawal will be that my data will no longer be processed by VIAC. For further information, see our privacy statement at <http://www.viac.eu>.

October 22, 2020

Date and

Signature