

WILLIAM P. JOHNSON

Phone: +1 (314) 977-8172
william.johnson@slu.edu

Saint Louis University School of Law
100 North Tucker Boulevard
St. Louis, MO 63101-1930, U.S.A.

ADMINISTRATIVE APPOINTMENTS

Saint Louis University School of Law, St. Louis, MO

Dean Jan 2017 to present

Director, Center for International and Comparative Law
Program Director, Summer Law Program in Madrid (Spain) July 2013 to Dec 2016

Co-Director, Center for International and Comparative Law July 2012 to June 2013

ACADEMIC APPOINTMENTS

Saint Louis University School of Law, St. Louis, MO

Professor of Law July 2016 to present

Associate Professor of Law July 2012 to June 2016

Courses: Commercial Transactions, Doing Business in Emerging Markets,
International Business Transactions, International Law, International
Sale of Goods, Secured Transactions

Seminars: Advanced International Business Transactions

University of North Dakota, Grand Forks, ND

Assistant Professor of Law Aug 2008 to June 2012

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

INTERNATIONAL VISITING APPOINTMENTS

Université Paris-Dauphine, Paris, France

Visiting Professor
March 2020
March 2019
Feb 2018
Jan 2017

Bucerius Law School, Hamburg, Germany

Visiting Professor
Dec 2019
Nov 2015 to Dec 2015
Nov 2014 to Dec 2014
Aug 2013

Vytauto Didžiojo Universitetas, Kaunas, Lithuania
Visiting Professor

March 2015
Dec 2013
April 2012

Pázmány Péter Katolikus Egyetem, Budapest, Hungary
Guest Lecturer

May 2014

EDUCATION

University of Michigan Law School

Juris Doctor, *cum laude*, 2001

Honors and Academic Activities

- Certificate of Merit Award (highest grade), Law as a Business Winter 2001
- Second Colloquium on Challenges in International Refugee Law March 2001
- Research Assistant, Prof. James C. Hathaway Oct 1999 to May 2000

University of Minnesota—Twin Cities

Bachelor of Arts, *cum laude*, 1995

Major: German

Minor: Russian

EDUCATION ABROAD

Leiden University Law Courses Programme, The Netherlands

Sept to Dec 2000

- Law school semester abroad program

German American Partnership Program (GAPP), West Germany

Summer 1990

- Student exchange program at *Gymnasium Hohenbaden* in Baden-Baden

PUBLICATIONS

U.S. Law Review Articles

Analysis of Incoterms as Usage Under Article 9 of the CISG, 35 UNIVERSITY OF PENNSYLVANIA JOURNAL OF INTERNATIONAL LAW 379 (2014)

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)

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

Research Articles in International Journals

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) (Brazil)

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) (Turkey)

Shorter Academic Works

Continuing Relevance in the United States of the UN Convention on Contracts for the International Sale of Goods, in International Contracts, 53 THE YEAR IN REVIEW 61, 61-66 (2019)

International Contracts, 53 THE YEAR IN REVIEW 61 (2019) (editor)

Status of the UN Convention on Contracts for the International Sale of Goods, in International Contracts, 52 THE YEAR IN REVIEW 69, 69-71 (2018)

International Contracts, 52 THE YEAR IN REVIEW 69 (2018) (editor)

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)

Editorials

Playing a role in addressing inequities and injustice in society, ST. LOUIS POST-DISPATCH, Sept. 18, 2017, at A11, http://www.stltoday.com/opinion/columnists/playing-a-role-in-addressing-inequities-and-injustice-in-society/article_79abaf1c-e8c7-5c04-95de-736c0b900c74.html

Current Works in Progress

Evolving Ethical Rules for Transnational Practice: UPL and Bar Qualification in U.S. Jurisdictions for Non-U.S. Lawyers (invited contribution)

Disclaiming Warranties That Were Never Implied: UCC Article 2 Implied Warranties and the UN Convention on Contracts for the International Sale of Goods (draft in progress)

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

SELECTED PRESENTATIONS & SCHOLARSHIP ACTIVITIES

Moving Beyond Crisis: The Value of Listening and Mission-driven, Community-led Change
Speaker, 2020 Heartland Delta Faculty Conversations Conference, *Under Pressure: Cura Personalis and Apostolica*
St. Louis, MO – February 22, 2020

Is China's Belt and Road Initiative a Threat or Benefit to Asian Development? Steps to Facilitate Effective Development
Panel Chair, ABA Section of International Law 2019 Annual Conference
Washington, DC – April 11, 2019

From Disruption Comes Opportunity: A Critical Conversation between Deans of U.S. Law Schools and Leaders of the Bar Regarding the Future of Legal Education and Law Practice
Speaker and Panel Chair, ABA Section of International Law 2019 Annual Conference
Washington, DC – April 10, 2019

Evolving Ethical Rules for Transnational Practice: UPL and Bar Qualification in U.S. Jurisdictions for Non-U.S. Lawyers
Speaker, Opening Plenary Session: *So, You Got Off the Plane and You Think You're Ethical*, ABA Section of International Law 2018 Conference on Trade and Investment
Mexico City, Mexico – November 7, 2018

Making Corporate Social Responsibility Meaningful for Cross-Border Commercial Contracts
Program Co-Chair, ABA Section of International Law 2018 Conference on Trade and Investment
Mexico City, Mexico – November 7, 2018

Judges and Lawyers as Protectors of the Rule of Law – Insights from Around the World
Guest Speaker, Fourth Annual Third Circuit Red Mass Convocation, St. Boniface Church
Edwardsville, IL – October 28, 2018

America is Great Because of The Immigrant Story
Keynote Speaker, U.S. Naturalization Ceremony
St. Louis, MO – September 8, 2017

Opening Remarks and Introduction to Executive Orders
Speaker, Saint Louis University School of Law, Understanding How the Executive Orders Have Impacted our Immigrant Neighbors - Part I
St. Louis, MO – February 27, 2017

Hidden Pitfalls for U.S. Producers Using Foreign Sales Intermediaries
Speaker, New England Law | Boston, Center for Business Law Fall 2016 Conference, Selling Goods into Foreign Markets
Boston, MA – October 6, 2016

The Hidden Traps of Foreign Sales Intermediaries
Program Co-Chair & Moderator, ABA Section of International Law 2014 Fall Meeting
Buenos Aires, Argentina - October 24, 2014

Educating the Future Transnational Lawyer: Models of Legal Education and Legal Scholarship in Latin America

Program Co-Chair, ABA Section of International Law 2014 Fall Meeting
Buenos Aires, Argentina - October 23, 2014

The Importance of the CISG for Sales Transactions between Hungary and the United States

Speaker, International Speaker Series, Pázmány Péter Catholic University
Budapest, Hungary - May 6, 2014

The Future of International Legal Education: Responding to Changes and Challenges in the Legal Profession

Program Co-Chair, ABA Section of International Law International Legal Education Summit
London, England, United Kingdom - October 19, 2013 (plenary program)

Opting Into the UN Convention on Contracts for the International Sale of Goods: Choice of Law in Non-Convention States

Program Co-Chair & Co-Moderator, ABA Section of International Law 2013 Fall Meeting
London, England, United Kingdom - October 16, 2013

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

Max Kade Visiting Professor, Bucerius Law School, Hamburg, Germany, Fall 2014

Recipient, *Alphson Research Fellow Award*, University of North Dakota School of Law, 2011-2012

Recipient, *Faculty Advisor of Excellence Award*, University of North Dakota Black Law Students Association (BLSA), March 2011

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

Lead U.S. counsel to hydroelectric turbine supplier for *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

SELECTED UNIVERSITY SERVICE

Saint Louis University:

Chair, Madrid Campus Academic Dean & Director Reappointment Review Committee, 2020

Chair, Richard A. Chaifetz School of Business Dean Search Committee, 2019-2020

International Initiatives Committee, 2014 - 2016

Saint Louis University School of Law:

Faculty Appointments Committee, 2016 - present

Personnel Committee, 2016 - present

Chair, International Student Recruitment Task Force, 2016

Faculty Advisor, International Law Students Association (ILSA), 2014 - 2016

Director, Center for International and Comparative Law, 2013 - 2016

Program Director, Summer Law Program in Madrid, 2013 - 2016

Dean’s Budget Advisory Committee, 2015 - 2016

Multicultural Affairs Committee, 2015 - 2016

Strategic Planning Committee, 2013 - 2014

Co-Director, Center for International and Comparative Law, 2012 - 2013

University of North Dakota:

Faculty Research Seed Money Committee, 2011-2012

University of North Dakota School of Law:

Diversity Committee, 2011-2012

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

Curriculum Committee, 2009-2012; Vice-Chair, 2010-2012

Academic Affairs Committee, 2009-2012

Student Governance Support Working Group, 2009-2011

Student Affairs Committee, 2008-2009

PROFESSIONAL LEGAL EXPERIENCE

Foley & Lardner LLP, Milwaukee, WI

Associate, Business Law Department

Summer Associate

Sept 2002 to July 2008

May 2000 to Aug 2000

Minnesota Supreme Court, St. Paul, MN

Judicial Law Clerk, Hon. Russell A. Anderson

Aug 2001 to July 2002

Faegre & Benson LLP, Minneapolis, MN
Summer Associate

May 2001 to July 2001

Oppenheimer Wolff & Donnelly LLP, Minneapolis, MN
Summer Associate

Aug 2000
May 1999 to Aug 1999

OTHER PROFESSIONAL EXPERIENCE

St. Norbert College, De Pere, WI
Residence Hall Director
Upward Bound Residential Life Coordinator

Sept 1995 to 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

American Bar Association (ABA)

- ABA International Law Section
 - ABA Section of Legal Education and Admissions to the Bar
- Bar Association of Metropolitan St. Louis (BAMSL)
State Bar of Wisconsin

Leadership Positions in ABA International Law Section

International Law Section

Division Chair, Africa/Eurasia Division, Aug 2014 to Aug 2016

Liaison to the ABA Section of Legal Education and Admissions to the Bar, Aug 2013 to Aug 2014

Steering Committee, 2011 Fall Meeting in Dublin, Ireland, Dec 2010 to Oct 2011

Liaison to the Organization of American States (OAS), Aug 2009 to Aug 2010

International Commercial Transactions, Franchising and Distribution Committee

Vice Chair, Aug 2015 to Aug 2017

Senior Advisor, Aug 2014 to Aug 2015

Immediate Past Chair, Aug 2013 to Aug 2014

Co-Chair, Aug 2010 to Aug 2013

Vice Chair, Aug 2009 to Aug 2010

International Contracts Committee

Co-Chair, Aug 2017 to present

International Legal Education and Specialist Certification Committee

Senior Advisor, Aug 2017 to Aug 2018

Co-Chair, Aug 2016 to Aug 2017
Immediate Past Chair, Aug 2015 to Aug 2016
Co-Chair, Aug 2013 to Aug 2015
Vice Chair, Aug 2009 to Aug 2013

Europe Committee
Steering Group, Aug 2013 to Aug 2014

Latin America and Caribbean Committee
Senior Advisor, Aug 2014 to Aug 2015
Steering Group, Oct 2009 to Aug 2012; Aug 2013 to Aug 2014

BOARD MEMBERSHIPS

The Migrant and Immigrant Community Action Project (MICA Project), St. Louis, MO
Legal clinic and community services organization for low-income migrants Aug 2017 to Aug 2019

Greater Grand Forks Soccer Club, Grand Forks, ND
Vice-President, competitive youth soccer club Nov 2011 to Aug 2012

VOLUNTEER ACTIVITIES & COMMUNITY SERVICE

American Bar Association International Law Section

Planning Committee, 2020 Annual Meeting in New York, NY (April 2019 to April 2020)

Planning Committee, International Legal Education Summit (London, England, United Kingdom)
(obligations in March 2013 through Oct 2013)

Program Review Group, 2013 Fall Meeting (London, England, United Kingdom) (obligations in Jan
and Feb 2013)

Track Coordinator, “Latin America / Caribbean” track, 2012 Fall Meeting (Miami, FL) (obligations in
Jan 2012 through Oct 2012)

Program Review Group, 2012 Fall Meeting (Miami, FL) (obligations in Jan and Feb 2012)

Track Coordinator, “Legal Education” track, 2011 Fall Meeting (Dublin, Ireland) (obligations in Dec
2010 through Oct 2011)

Program Review Group, 2011 Fall Meeting (Dublin, Ireland) (obligations in Jan and Feb 2011)

Track Coordinator, “Spotlight on Europe” track, 2010 Fall Meeting (Paris, France) (obligations
primarily in March through May 2010 and Oct and Nov 2010)

Program Review Group, 2010 Fall Meeting (Paris, France) (obligations in Jan through March 2010)

Program Review Group, 2010 Spring Meeting (New York, NY) (obligations in July and Aug 2009)

Program Review Group, 2009 Fall Meeting (Miami, FL) (obligations in March and April 2009)

St. Louis Catholic Youth Council (CYC) Youth Soccer Program, St. Louis, MO

Volunteer Head Coach, Holy Redeemer girls' soccer team Aug 2013 to Nov 2017

Sunflake Soccer Club, Grand Forks, ND

Volunteer Coach, fall and spring recreational girls youth soccer team Sept 2009 to May 2012

Junior Achievement of the Upper Midwest, Inc., Grand Forks, ND

Classroom Volunteer, J. Nelson Kelly Elementary School Spring 2011

Junior Achievement of Wisconsin, Inc., Milwaukee, WI

Foley & Lardner Company Coordinator for Classroom Volunteers 2006 to 2008

Foley & Lardner Company Coordinator for Annual Fundraising Event 2002 to 2008

Classroom Volunteer, Atwater Elementary School 2007

Classroom Volunteer, Burbank Elementary School 2003 to 2006

FOREIGN LANGUAGES

German (fluent)

Italian (conversational)

Spanish (intermediate)

Russian (elementary)