

WILLIAM P. JOHNSON

SAINT LOUIS UNIVERSITY SCHOOL OF LAW
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ACADEMIC APPOINTMENTS

Saint Louis University

Dean of the School of Law & Professor of Law

St. Louis, MO

January 2017 – present

Professor of Law &
Director, Center for International and Comparative Law

July 2016 – Dec. 2016

Associate Professor of Law &
Director, Center for International and Comparative Law

July 2013 – June 2016

Associate Professor of Law &
Co-Director, Center for International and Comparative Law

July 2012 – June 2013

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

Assistant Professor of Law

Grand Forks, ND

August 2008 – June 2012

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

INTERNATIONAL VISITING APPOINTMENTS

Université Paris-Dauphine

Visiting Professor

Paris, France

January 2017

Bucerius Law School

Visiting Professor

Hamburg, Germany

Nov. – Dec. 2015

Nov. – Dec. 2014

August 2013

Vytauto Didžiojo Universitetas (Vytautas Magnus University)

Visiting Professor

Kaunas, Lithuania

March 2015

December 2013

April 2012

Pázmány Péter Katolikus Egyetem (Pázmány Péter Catholic University)

Guest Lecturer

Budapest, Hungary

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
- 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

University of Minnesota—Twin Cities

Bachelor of Arts in German, *cum laude*, 1995

Minor: Russian

Minneapolis, MN

EDUCATION ABROAD

Leiden University Law Courses Programme

Law school semester study abroad program at Leiden University

Leiden, The Netherlands

Sept. – Dec. 2000

German American Partnership Program (GAPP)

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

West Germany

Summer 1990

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 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

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)

Brazil's Accession to 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

Hidden Pitfalls for U.S. Producers Using Foreign Sales Intermediaries

Speaker, New England Law | Boston, Center for Business Law Spring 2013 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:

International Initiatives Committee, 2014 - 2016

Saint Louis University School of Law:

Faculty Appointments Committee, 2016 - present

Personnel Committee, 2016 - present

International Student Recruitment Task Force (Chair), 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

*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) Section of International Law

Section of International Law

Division Chair, Africa/Eurasia Division, Aug. 2014 – Aug. 2016

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

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

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

International Commercial Transactions, Franchising and Distribution Committee

Vice Chair, Aug. 2015 - present

Senior Advisor, Aug. 2014 - Aug. 2015

Immediate Past Chair, Aug. 2013 - Aug. 2014

Co-Chair, Aug. 2010 - Aug. 2013

Vice Chair, Aug. 2009 - Aug. 2010

International Legal Education and Specialist Certification Committee

Co-Chair, Aug. 2016 - present
Immediate Past Chair, Aug. 2015 – Aug. 2016
Co-Chair, Aug. 2013 - Aug. 2015
Vice Chair, Aug. 2009 - Aug. 2013

Europe Committee

Steering Group, Aug. 2013 - Aug. 2014

Latin America and Caribbean Committee

Senior Advisor, Aug. 2014 - Aug. 2015
Steering Group, Oct. 2009 - Aug. 2012; Aug. 2013 - Aug. 2014

VOLUNTEER ACTIVITIES & COMMUNITY SERVICE

American Bar Association (ABA) Section of International Law

Planning Committee, International Legal Education Summit (London, England, United Kingdom) (obligations commenced in March 2013 and continued through October 2013)

Program Review Group, 2013 Fall Meeting (London, England, United Kingdom) (obligations occurred in January and February 2013)

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

Program Review Group, 2012 Fall Meeting (Miami, FL) (obligations occurred in January and February 2012)

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

Program Review Group, 2011 Fall Meeting (Dublin, Ireland) (obligations occurred in January and February 2011)

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

Program Review Group, 2010 Fall Meeting (Paris, France) (obligations occurred January through March 2010)

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

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

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

Volunteer Head Coach, Holy Redeemer 7th grade girls’ soccer team, Saint Louis, MO, July 2016 – present
Volunteer Head Coach, Holy Redeemer 6th grade girls’ soccer team, Saint Louis, MO, July 2015 – June 2016
Volunteer Head Coach, Holy Redeemer 5th grade girls’ soccer team, Saint Louis, MO, July 2014 - June 2015
Volunteer Head Coach, Holy Redeemer 4th grade girls’ soccer team, Saint Louis, MO, Aug. 2013 - June 2014

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 (intermediate)

Russian (elementary)