



Max Planck Institute for
Comparative and International
Private Law | Hamburg

Latin-American-Roundtable

Dr. Isabel Zuloaga

Pontificia Universidad Católica, Chile

will give a talk **in English** on

**A New Approach to Precontractual Liability for
Breaking Off Negotiations: shifting the view from good
faith to reliance**

Wednesday, 7 August – 6 pm
Conference Room 1, 1st floor

All employees and guests of the institute as well as
other interested parties are cordially invited to the lecture.

Jan Peter Schmidt

Max Planck Institute for Comparative and International Private Law, Mittelweg 187, 20148 Hamburg

About the Topic:

The talk seeks to explore the theoretical foundation of precontractual liability for the breaking-off of contractual negotiations. After a comparative analysis of common law (England) and civil law jurisdictions (Germany, France and Chile) on the basis of a model case, the speaker will argue in favour of a shift from good faith to the notion of reliance.

About the Speaker:

Isabel Zuloaga is full-time Assistant Professor of Commercial Law at the Pontificia Universidad Católica de Chile (UC). She holds DPhil (Doctor of Philosophy) and MJur (Magister Juris) degrees from the University of Oxford. She is a qualified lawyer before the Chilean Supreme Court and is a Bachelor of Laws from Adolfo Ibáñez University (Viña del Mar, Chile). Before joining the UC Law Faculty in 2017, she taught Civil law at Adolfo Ibáñez University, in Santiago and Viña del Mar, and practiced law in the fields of M&A and Corporate Finance in Santiago and in London. Her recent research focuses on precontractual liability, the formation of contracts, preliminary agreements and the harmonisation of private law. She has been awarded a research grant by Fondecyt (Iniciación en Investigación 2018) and is currently a guest researcher at the Max-Planck-Institut für ausländisches und internationales Privatrecht, Hamburg, Germany.

**Please register for the presentation via e-mail to
veranstaltungen@mpipriv.de**