

VIAC – Questionnaire for Arbitrators

1. **Name:** Mag. Alexander Stelzer LL.M. LL.M.

2. **Citizenship:** Austria

3. **Contact information:**

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4. **Current position:**

Lecturer at the University of Applied Sciences Upper Austria, FH Vienna, HS Munich & WIFU

Managing Partner - Project-S GmbH & CoKG - CompetenceCenter - Trade, Sale & Communication

Allgemein beeideter und gerichtlich zertifizierter Sachverständiger – Handel & Vertrieb

5. **Education:**

LL.M. – Master of international business and tax law; MCI Innsbruck

LL.M. - Master of laws, Frankfurt school of finance & management

Mag. rer. soc. oec, University of Innsbruck

PhD i.s. - Doctoralprogramm

6. **Practiced experience in arbitration**

- How many arbitrations have you participated in (domestic/international); under which Rules?

A lot as Managing Director for different Companies

- How often have you acted as Chairman?

Not yet, but in recent years I have been training in practice and science to be able to use this knowledge as Arbitrator

- How often have you acted as Sole Arbitrator?

Not yet, but in recent years I have been training in practice and science to be able to use this knowledge as Arbitrator

- How often have you acted as Co-Arbitrator?

Not yet, but in recent years I have been training in practice and science to be able to use this knowledge as Arbitrator

- How often have you acted as Counsel?

Not yet, but in recent years I have been training in practice and science to be able to use this knowledge as Arbitrator

- How often have you acted in a different function (e.g. Administrative Secretary)?

Not yet, but in recent years I have been training in practice and science to be able to use this knowledge as Arbitrator

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

1. Stelzer, A. 2017. Negotiation Processes as Success Factors in Supply Chain Transactions. European Journal of Economics and Business Studies, Volume 9, Nr. 1. ISSN 2411 – 9571. pp. 69-76
2. Stelzer, A., 2017. Negotiation as a Function in Supply Chain Transactions. Expert Journal of Business and Management, Volume 5. Issue. 2. ISSN 2344-6781. pp.61-67
3. Stelzer, A. 2017. Success Factors in Decision Making and Negotiation Processes for Raw Material Supply Transactions. Conference Proceedings: International Conference on Social Sciences. Aalto University of Helsinki, Finland. ISBN 978-606-93-18591. pp. 502-504
4. Stelzer, A., 2016. Empirical Findings from Quantitative Research - Success factors in decision making and negotiation processes. Conference Proceedings: 3rd Global Conference on Business, Economics, Management and Tourism. Rom, Italy. ISSN 2212-5671. pp. 380-388.
5. Stelzer, A. 2016. Decision Making and Negotiation Processes in the Food Trade. Expert Journal of Business and Management. Volume 4. Issue 1. ISSN 2344-6781. pp. 6-12.
6. Stelzer, A. 2015. Global Leadership and Organizational Change from Past to Now. Expert Journal of Business and Management. Volume 3. Issue 2. ISSN 2344-6781. pp.166-170.
7. Stelzer, A. 2012. Critical Factors of Supply Chain Management and Strategies in the Food Industry – Development of a Decision Support System for Strategic Management of Agricultural raw Material Culture. Conference Proceedings: International Conference on New Challenges of Economic and Business Development 2012. University of Latvia, Riga. ISBN 978-9984-45-519-78. pp. 668 – 674
8. 13th International Conference on Social Sciences, University of Vienna, Austria. October 6. – 7. 2017, report presented: “Negotiation Processes as Success Factors in Supply Transactions”.
9. 11th International Conference on Social Sciences, Aalto University of Helsinki, Finland. January 20. – 21. 2017, report presented: “Success Factors in Decision Making and Negotiation Processes for Raw Material Supply Transactions.”.

10. International Business and Economics Conference, University of Applied Sciences Kufstein, Austria, November 29. – 30. 2013, report presented: “Supply Chain Management and the Strategies for more success in Trade and Sale”.
11. 71th Scientific Conference Session at the University Riga, Latvia. January 30. 2013, report presented: “Critical Factors in the Supply Chain Management”.
12. International Business and Economic Conference, University of Applied Sciences Kufstein, Austria. August 3. – 5. 2012, report presented: “Supply Chain Management Strategies in the Food Industries”.
13. International Conference on New Challenges of Economic and Business Development 2012. University of Latvia, Riga. May 10. – 12. 2012, report presented: “Management Tool for Purchasing Manager decisions as result”.
14. International Conference for Global Business Management Research and Recent Developments in Business Management 2011. Applied University Fuld, Germany, December 2.-4. 2011, report presented: “Development of a decision support system for strategic management of agricultural raw material culture”.
15. International Conference for Current Issues in Economic and Management 2011. University of Latvia, Riga, November 10.-12. 2011, report presented: “Critical Factors of Supply Chain Management and Strategies in the Food Industries”.

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

Allgemein beeideter und gerichtlich zertifizierter Sachverständiger

17. Languages

Mother tongue: German

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

18. In which legal systems have you trained?

- | | | |
|------------------------------------|---|--|
| <input type="checkbox"/> Civil Law | <input type="checkbox"/> Common Law | |
| X 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 |
| X German Law | <input type="checkbox"/> Slovakian Law <input type="checkbox"/> | X European Law |

Other: Business tax law;

19. What is your main jurisdiction of practice?

Specialist in trading and distribution law;

20. 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 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 type="checkbox"/> CISG | <input type="checkbox"/> Energy | <input 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 | X Transport |
| <input type="checkbox"/> Contract law | <input type="checkbox"/> Infrastructure | <input type="checkbox"/> Natural resources | |
| <input type="checkbox"/> Other: Trade, Sale, Retail, Wholesale | | | |

21. Date of birth:

13.04.1976

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

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".

x 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>.

20.12.2018
Date

and

Signature