
CONTENTS

<i>Preface</i>	v
1. Introduction.....	1
I. The Importance of Comparing	3
II. Scope of the Study.....	5
2. A Mid-Channel Jurisdiction—Jersey as a Mixed Legal System	7
I. Introduction	7
II. Historical Background	7
III. Sources of Law in Jersey: The Particular Position of Jersey Contract Law.....	10
A. Introduction	10
B. The Overarching Influence of Pothier	12
(i) Pothier’s Influence on the Common Law.....	13
(ii) Pothier and the Jersey Law of Contract.....	14
C. Assessing the Relevance of Modern French Law.....	15
D. The Impact of English Law of Contract.....	20
E. Brief Conclusion on Sources.....	23
IV. The Mindset or <i>Mentalité</i> of a Channel Island Lawyer	25
A. Evolution of the Law: The Doctrine of Precedent or <i>Jurisprudence Constante</i> ?.....	25
B. Methods of Legal Reasoning.....	28
C. An Outward-looking Mentality.....	30
D. The Appropriate Role of the Judge.....	31
3. Basic Principles of Contract Law from a Comparative Perspective	33
I. Introduction	33
II. <i>La Convention Fait la Loi des Parties</i>	33
III. Centrality of Consent.....	36
IV. Subjective and Objective Approaches to Contract Law.....	38
A. French Contract Law: The Predominance of the ‘Subjective Approach’	39
B. English Law: Favouring an Objective Approach.....	40
C. Convergence of English and French Law?.....	41
D. The Legacy of the Civil Law: The Centrality of the Parties’ Consent in Jersey	44

E.	Consequences of Adopting a Subjective Approach	46
F.	Importance of Context—Procedural Factors	47
V.	Reciprocity in a Contractual Context.....	48
VI.	Good Faith: Preferring a Civil or Common Law Approach?	49
A.	Reconsidering the English Law Approach to Good faith?	51
B.	Good Faith and Precontractual Relations.....	52
C.	Comparing English and French Law	53
D.	Drawn between Two Contrasting Approaches: The Jersey Law Position	55
4.	The Formation of a Contract	59
I.	Introduction	59
II.	Capacity	60
III.	Consent: The Requirement of a Fundamental Meeting of Minds	61
IV.	Offer and Acceptance	63
A.	Defining an Offer.....	63
(i)	Distinguishing Offer and Invitation to Treat: Display of Goods	63
(ii)	Comparative Law Sources on Display of Goods.....	65
B.	The Concept of Acceptance	65
C.	Certainty of Terms.....	67
D.	Contractual Intention	67
(i)	Comparative Law.....	68
(ii)	Mid-Channel Approaches to Contractual Intention.....	69
V.	Contractual <i>Objet</i>	71
A.	<i>Objet</i> Must be Identifiable	71
B.	<i>Objet</i> Must be Possible.....	72
C.	<i>Objet</i> Must be Licit.....	73
VI.	Rejecting Consideration: The Notion of Cause.....	73
A.	Introduction	73
B.	Evolving Approach under French Law	74
C.	Overview of the Notion of Cause	74
D.	Abandoning the Notion of Cause: Recent French Reforms	77
E.	A Mid-Channel Cause.....	78
F.	<i>Cause</i> and Consideration: Reflecting Different Systemic Approaches.....	80
5.	Undermining a Contract: <i>Vices de Consentement</i>	83
I.	Introduction	83
II.	<i>Vices de Consentement</i> —Defects in Consent	84

III.	<i>Violence/Physical or Psychological Threats</i>	85
	A. Comparative Law Backdrop.....	85
	B. Physical Compulsion/Duress.....	87
	C. Undue Influence: Sources of Law	88
	D. Undue Influence: Substantive Law	89
IV.	<i>Dol: Fraud as a Ground for Avoiding a Contract</i>	90
	A. Introduction—Comparative Law Dimension	90
	B. The Jersey Law Position: Pothier, Domat and the Older Authorities.....	91
	C. Jersey Cases on <i>Dol</i>	92
	D. Can <i>Dol</i> Result from Silence?	94
	(i) Introduction: The Comparative Law Position.....	94
	(ii) Controversy in the Channel Islands.....	95
V.	<i>Erreur</i>	97
	A. French Law on <i>Erreur</i>	98
	(i) Introduction	98
	(ii) Mistake as to a Substantial Quality (<i>erreur sur la substance</i>)	99
	(iii) Mistake as to Identity (<i>erreur sur la personne</i>).....	101
	(iv) Comparative Law Comments.....	101
	B. Jersey Cases on Mistake.....	103
	(i) Misunderstandings in the Jersey Cases on <i>Erreur</i>	104
	(ii) Jersey Cases on Misrepresentation	105
	(iii) Reasserting Customary Law	108
VI.	General Conclusion on <i>Vices de Consentement</i> and Reform Options	111
VII.	<i>Lésion or Déception d'Outre Moitié du Juste Prix</i>	113
	A. The Case of <i>Snell v Beadle</i>	114
	B. Concluding Remarks on <i>Déception d'outre Moitié</i>	118
6.	Effects of Contracts.....	121
	I. Nature of Obligations between the Parties	121
	II. The Effects of Contracts beyond the Parties.....	123
III.	Terms and Interpretation.....	125
	A. Comparative Perspectives	125
	B. General Principles Regarding Implied Terms	128
	C. Application in Practice.....	131
IV.	Warranties: The Case of <i>Vices Cachés</i>	132
	A. <i>Vices Cachés</i> —General Principles and Comparative law dimension	132
	B. Jersey: The Older Authorities.....	134
	C. The Jersey Law Approach to <i>Vices Cachés</i>	135
	D. Warranties under the Statutory Regime.....	136
	E. Sales of Goods in the Course of a Business.....	137

F. Private Sales	138
G. Conclusion	138
V. Exceptions to <i>la Convention Fait la Loi des Parties</i> :	
Intervening to Modify Contractual Terms	139
A. Exemption Clauses	139
B. The Position of Penalty Clauses	140
7. Comparing Remedies	144
I. Introduction	144
II. Remedies and the Law of Obligations:	
Comparative Perspectives	146
III. Mid-Channel Remedies	148
IV. Consequences of a Contract Vitiating by a <i>Vice de</i>	
<i>Consentement</i> : Null or Void?	149
A. Drawing on the English Law Notion of	
Void/Voidable Contracts	149
B. French Law Concepts of Nullity	150
C. The Position in Jersey: Searching for the	
Right Language and Concepts	152
D. Void and Voidable	153
E. Reverting to Nullity?	155
F. Conclusion	156
V. Remedies for Non-Performance	157
A. Specific Performance	157
B. Damages	159
C. <i>Résolution</i> /Termination for Breach of Contract	160
(i) Comparative Introduction	160
(ii) The Jersey Law on <i>Résolution</i>	163
(iii) Reconciling the Positions	166
VI. General Conclusion on Remedies	166
8. Comparative Law Lessons and Reform Issues	169
I. Comparative Law Themes	169
A. Comparative Law in Action	169
B. Comparative Law Lessons	173
II. Reforming the Jersey Law of Contract	176
A. Introduction	176
B. A Restatement of Jersey Contract Law	178
(i) The Notion of a Restatement	178
(ii) A Restatement in Jersey	180
(iii) Clarification by Codification	181
<i>Index</i>	187