Figure 4: UNIDROIT PICC Articles 2.11 and 2.22
Modified Acceptance and Battle of the Forms

Start

Does "Acceptance" match offer perfectly?  
YES: K formed with offer terms
NO: Is there agreement on "Dickered Terms"?
   YES: K formed with terms common to both forms
   NO: Did offeror object to the different terms? Art. 2.22 & Art. 2.11(2)
      YES: No K
      NO: Boilerplate conflicts?
         YES: K formed with offer terms plus Acceptance's modifications
               Art. 2.11(2)
         NO: "Acceptance" is treated as counter-offer. Performance will form K with counter-offer terms. Art. 2.11(1)