

# Tools and Tactics

for controlling and winning  
international arbitration disputes

Paris France	26-27 September 2006
London England	19-20 April 2007
Paris France	September 2007



The programme combines **real life experience** 'war stories' with **fresh views** with an aim to widen and **deepen knowledge** of **international arbitration**, to get behind the doctrine and **learn** from the experienced practitioners, and, perhaps to **improve** the chances of winning

## About the seminar

The aim of this seminar programme is to reveal some of the tools and tactics available to all involved in international commercial arbitration and litigation in a wide variety of disputes. The programme combines real life experience 'war stories' with fresh views with an aim to widen and deepen knowledge of international arbitration, to get behind the doctrine and learn from the experienced practitioners, and, perhaps to improve the chances of winning.

Tactics, as a topic, is one of the more mysterious yet vital elements of winning international disputes. Sometimes it is purely a question of experience and knowledge – for instance you may not know that this or that 'tool' is available to you as a practitioner.

In some cases, the tactics apply either to national legal systems, particular sets of arbitration rules, or particular contracts.

Over two intensive days, the team of leading expert seminar speakers and workshop leaders will examine tools and tactics in a methodical way which will help lawyers, in-house lawyers and arbitrators to master many of the wide-ranging aspects of international arbitration practice.

## Who should attend?

Lawyers in industry

Lawyers in private practice

Anyone involved in international commercial arbitration

And all those whose work brings them into contact with international contracts that have the potential for giving rise to disputes that need to be resolved.

## Date & location

**26-27 September 2006**

**Hilton Paris**

**18 Avenue de Suffren**

**Paris France 75015**

Tel: +33 (0)1 44 38 56 00

Fax: +33 (0)1 44 38 56 10

[www.hilton.com](http://www.hilton.com)

## 2007 seminars

**Locations for London April 2007 and Paris September 2007 to be confirmed**

please visit [www.cornerstone-seminars.com](http://www.cornerstone-seminars.com)

## Day one

**0830** Registration

**0900** **Chair's introduction**

**Lord Dervaird**, British ISCD Panelist

**0910** **Introduction to topic and course**

**Robert Knutson**, Panelist for ICDR, LCIA, SIAC, CIETAC and ICC Arbitrator

**0930** **UNCITRAL procedures**

**Shai Wade**, Partner, Kilpatrick Stockton, London

**1000** **ICDR(AAA) procedures**

**Mark Appel**, Vice President, ICDR (AAA) Dublin

**1030** Coffee

**1045** **ICC procedures**

**Lara Hammoud**, Assistant Counsel, International Chamber of Commerce, (ICC), Paris

**1115** **Commencing the arbitration - the difficult early choices for claimants**

**Laurant Gouiffes**, Partner, Allen & Overy, Paris

**1145** **The receipt of the demand for arbitration - tactics for respondents**

**Christian Camboulive**, Counsel, Gide Loyrette Nouel, Paris

**1215** **Tools and tactics for discovery in arbitration**

**Virginie Colaiuta**, Of Counsel, Orrick Herrington & Sutcliffe, Paris

**1245** **Questions**

**1300** Lunch

**1400** **Jurisdictional challenges and challenges to arbitrators/IBA disclosure "Codes"**

**Michael Ostrove**, Partner, Debevoise & Plimpton, Paris

**1430 Tactics outside the arbitral conference room - injunctions/ asset seizures etc.**

**Michael Polkinghorne**, Partner, White & Case, Paris

**1500 The laws governing international arbitration - implications for the parties and the tribunal**

**Peter Aeberli**, Barrister, Lecturer Kings College, London

1530 Tea

**1545 Types of interim awards and their uses/mediation**

**Shai Wade**, Partner, Kilpatrick Stockton, London

**1615 Tools and tactics from the tribunal's point of view - maintaining credibility - a personal view**

**Robert Knutson**, Panelist for ICDR, LCIA, SIAC, CIETAC and ICC Arbitrator

**1645 Questions**

1715 Close of Day One

## Day two

**0900 Introduction**

**Robert Knutson**, Panelist for ICDR, LCIA, SIAC, CIETAC and ICC Arbitrator

**0920 The procedural rules? Terms of reference and other procedural issues - IBA rules of evidence and disclosure of documents - uses and abuses**

**Stephen Bond**, Partner, White & Case, Paris

**0950 Tactics in modern Russian arbitration**

**Professor Nina Volkova**, Member, ICC Court of Arbitration

1020 Coffee

**1035 Specialised tactics for special cases**

**Phillip Capper**, Partner, Lovells, London

**1115 Workshop: Disputes based on the FIDIC contract conditions**

1230 Lunch

**1400 ICDR alternative procedures - arbitration, mediation and dispute boards**

**Mark Appel**, Vice President, ICDR, Dublin

**1430 When a government is involved - bilateral investment treaty arbitration and its relationship to commercial arbitration**

**Claudia Salomon**, Of Counsel, DLA Piper Rudnick Gray Carey, New York

1500 Tea

**1515 Adjudication/dispute boards - the new and efficient way to deal with disputes**

**Nicholas Henchie**, Partner, Mayer Brown Rowe & Maw, London

**1600 Reflections on tools and tactics over the last 25 years**

**Robert Knutson**, Panelist for ICDR, LCIA, SIAC, CIETAC and ICC Arbitrator

**1630 Final discussion session**

1700 Close



# Booking Form

## Tools and Tactics for controlling and winning international arbitration disputes

PLEASE TICK (✓) APPROPRIATE BOX

Paris France | 26-27 September 2006 |

London England | 19-20 April 2007 |

Paris France | September 2007 |

### DELEGATE DETAILS (PLEASE USE BLOCK CAPITALS)

#### 1st delegate:

Mr/Mrs/Ms/Dr (First & Surname)

Company

Job title

Dietary requirements

#### 2nd delegate:

Mr/Mrs/Ms/Dr (First & Surname)

Company

Job title

Dietary requirements

### CONTACT DETAILS (PLEASE USE BLOCK CAPITALS)

Please note: Joining instructions and invoice will be sent to this contact unless otherwise specified.

Mr/Mrs/Ms/Dr (surname)

Company

Job title

Address

Telephone (country code)

Fax (country code)

E-mail

### INVOICE/PAYMENT DETAILS (PLEASE USE BLOCK CAPITALS)

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## Seminar fee

The full fee of £600.00 is payable in advance and includes the cost of all refreshments, lunches, tuition and written documentation.

## Seminar organisers

Cornerstone Seminars Ltd  
78 Dulwich Village  
London, SE21 7AJ

Tel: +44 (0) 20 8693 1110

Fax: +44 (0) 20 8693 0004

E-mail: [info@cornerstone-seminars.com](mailto:info@cornerstone-seminars.com)

Web: [www.cornerstone-seminars.com](http://www.cornerstone-seminars.com)

## To register

Please register by using one of the following methods:

- 1 Please complete the registration form and send or fax it to our office
- 2 Please visit our website and follow the instructions for on-line registration
- 3 Please send us full details by e-mail

## Payment methods

Payment of the seminar fee is due in advance of the seminar and can be made using one of the methods below:

By cheque, made payable to:

**Cornerstone Seminars Ltd**, drawn on a UK bank and mailed to our office address above

By credit card

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6 High Street  
Teddington, TW11 8EP  
Sort code 60-21-17

A/C no: 52508684

BIC: NWBK GB 2L

IBAN: GB18 NWBK 6021 1752 5086 84

Invoices and/or receipts will be issued to all delegates.

Reference: **ARB**

## Cancellations

Refunds (less 10% cancellation charge to cover administration costs) will be made for cancellations received in writing by the organisers no later than 14 days before the seminar. After this date it is regretted that refunds of fees will not be made. Substitutions can be made at any time. Credit card payments may be made on the day of registration.

It may be necessary for reasons beyond the control of Cornerstone Seminars Ltd to change the contents and the timing of the programme, the speakers, the date or the venue. In the unlikely event of the programme being cancelled, Cornerstone Seminars Ltd will automatically make a full refund.

## Overnight hotel accommodation

Overnight hotel accommodation is not included in the seminar fee. For most seminars, a special rate is offered by the conference hotel. Venue details will be sent with confirmation of registration.