



TRAINING LEVEL 1 INTERNATIONAL CONTRACTS

NEGOTIATING AND DRAFTING KEY CLAUSES, DISPUTE RESOLUTION, CULTURAL AND LEGAL APPROACHES

**30 MAY-2 JUNE 2016
PARIS**

This training will focus, through the study of a mock case, on negotiating and drafting a contract of quality, managing the “post-contract” and dealing with different kinds of conflict resolution.

Supporters



**This training has been sent for CNB approval*

EARN

24 CLE credits

21 CPD hours

21 MCLE credits

21 CNB hours*

Who should attend?

- Legal directors and corporate counsel from companies involved in international trade
- Practising lawyers
- Legal practitioners advising international trading companies
- Business people involved in international trade and dispute resolution

Learning outcomes

- Acquire the skills to negotiate and draft a contract
- Strategies and techniques of negotiation
- Be able to use the ICC model clauses
- Learn the techniques on how to avoid and resolve disputes
- Understand the importance of cultural and legal differences to avoid misunderstandings in an international context
- Practical application with mock case, participating in small working groups limited to roughly 10 participants

DAY 1 PROGRAMME MONDAY 30 MAY

09.00-09.30 > **REGISTRATION**

09.30-12.45 > **NEGOTIATION AND DRAFTING, PART 1**

- Welcome address and introduction
- Presentation of ICC
- Organization of a negotiation
- Essential clauses in international contracts
- “Boilerplate” in international contracts
- ICC Incoterms® 2010

12.45-14.00 > **LUNCH**

14.00-17.30 > **NEGOTIATION AND DRAFTING, PART 2**

- Drafting techniques
- Civil law vs. Common law
- Strategies of negotiation - “Getting to yes!”
- Why and what to do when contracts go wrong? The grounds of failure – renegotiation strategies

17.30 > **COCKTAIL RECEPTION**

DAY 2 TUESDAY 31 MAY

09.30-12.30 > **NEGOTIATION AND DRAFTING, PART 3**

- Working groups and plenary session on the preparation, negotiation and drafting of specific clauses of the contract

12.30-14.00 > **LUNCH**

14.00-17.30 > **NEGOTIATION AND DRAFTING, PART 4**

- Working groups and plenary session on the preparation, negotiation and drafting of specific clauses of the contract

19.00 > **DINNER**

DAY 3 WEDNESDAY 1 JUNE

09.30-12.30 > **METHODS OF DISPUTE RESOLUTION**

- Dispute resolution: State Tribunals, ADR or arbitration
- ICC Dispute Boards and Amicable Dispute Resolution Services
- ICC Arbitration

12.30-14.00 > **LUNCH**

14.00-17.30 > **WORKING GROUPS ON DISPUTE RESOLUTION**

- Working groups and plenary session on the preparation and negotiation of the dispute resolution clause

18.00 > **MUSEUM VISIT**

DAY 4 THURSDAY 2 JUNE

09.30-13.00 > **DIFFERENT CULTURAL AND LEGAL APPROACHES**

- Practising international contracts in the Gulf region, Brazil, Russia and the USA

13.00 > **LUNCH**

SPEAKERS

› CHAIRMAN OF THE TRAINING

José Rosell, Partner, Hughes Hubbard & Reed LLP, France; Member, ICC Institute of World Business Law

› SPEAKERS

Mauricio Almeida Prado, Partner, L.O. Baptista SVMFA Lawyers, Brazil; Visiting Scholar, University of Paris II, Strasbourg and Unidroit; Member, ICC Institute of World Business Law

Fabio Bortolotti, Partner, Buffa, Bortolotti & Mathis, Italy; Chairman, ICC Commission on Commercial Law and Practice; Council Member, ICC Institute of World Business Law; Arbitrator

David Brown, Partner, Clyde & Co., France; Council Member, ICC Institute of World Business Law

Isabelle Hautot, General Counsel, International Expertise & Group Litigation, Orange, France; Member, ICC International Court of Arbitration

Hesham A. Ismail*, Associate General Counsel, Qatar Foundation, Qatar

Alevtina Kamelkova, General Counsel Russia & CIS, Alcatel-Lucent, Russia

Kristine Karsten, Partner, VistaLaw, France; Council Member, ICC Institute of World Business Law

Laurence Mitrovic*, Director, Legal, Aviva, France

Kathleen Paisley, Partner, AMBOS Law, Belgium; Independent Arbitrator and Mediator

Doris L. Speer, Deputy General Counsel - Business Transactions, Alstom, France

› ICC REPRESENTATIVES

Mary Kelly, Director, ICC Editorial and Internal Communications, Paris

Emily O'Connor, Senior Policy Executive, ICC Commission on Commercial Law and Practice, Paris

Sybille de Rosny-Schwebel, Director, ICC Training and Conferences / ICC Institute of World Business Law, Paris

Giorgia Taurino, Legal Coordinator, ICC Training & Conferences, Paris

“ A RIGOROUS SEMINAR ON THE SUBJECT OF ICC DISPUTE RESOLUTION, INTERNATIONAL CONTRACTS AND STRATEGIC NEGOTIATION — IT WAS VERY EYE-OPENING. ”

— Jason Brandenberger,
GOWAN COMPANY L.L.C., United States

THE ICC INSTITUTE OF WORLD BUSINESS LAW

The ICC Institute of World Business Law acts as a think-tank working closely with the ICC International Court of Arbitration. It is composed of 35 Council members of 21 nationalities, all experienced professionals or academics in international business law or international commercial arbitration, as well as more than 200 members from around the world.

Created 35 years ago, the Institute provides research, training and information to the legal profession concerned with the development of international business law. In line with its philosophy of excellence, it proposes publications, trainings and conferences on different topics related to international business law.

LOGISTICAL NOTE

› VENUE

ICC Hearing Centre, 10, avenue Raymond Poincaré, 75016, Paris, France

› REGISTRATION FEES

The registration fee covers all training activities¹, including documentation, lunches, coffee breaks, a cocktail reception on Monday, a dinner on Tuesday and the visit of an exhibition on Wednesday.

EARLY BIRD RATE UNTIL 25 MARCH 2016		€1529²	(€1834.80 incl. VAT)
AFTER 25 MARCH 2016	ICC MEMBERS	€1759²	(€2110.80 incl. VAT)
	NON-MEMBERS	€2199²	(€2638.80 incl. VAT)

¹ subject to last minute changes and modification by the organizers.

² excl. VAT 20%. As of 2011, ICC Services must set its prices to include the VAT pursuant to Article 53 of the European Directive 2006-112CE.

To request a VAT refund:

- Foreign companies established in another member country of the European Union should consult the VAT Refund Web Portal of the General Directorate of Taxes in their country

- Foreign companies established outside the European Union should fill in form n° 3559 SD from the Direction Générale des Finances Publiques in France

For more information, please consult the following website:
<http://www2.impots.gouv.fr/dresg/pas-etb-stable/rembt-tva.htm>

› SPECIAL DISCOUNTS

ICC Members may benefit from an extra 5% discount. Please contact your local NC to obtain your discount code.

Group rates: Register five persons from the same company and pay for four. Please contact events@iccwbo.org to benefit from this discount.

› HOW TO REGISTER

Easier and faster: register online (secured payment by credit card) at www.iccevents.org

For any questions, please contact:

E events@iccwbo.org
T +33 (0)1 49 53 28 67
F +33 (0)1 49 53 30 30

ICC Services, Training and Conferences, 33-43 avenue du Président Wilson, 75116 Paris, France

Registration will be confirmed upon receipt of the registration fees.

To benefit from early bird rates, please note that ICC Services must receive the payment before the deadline

› TRAVEL AND ACCOMMODATION

Travel and hotel expenses are not included in the registration fees.

Participants are responsible for making their own travel arrangements and hotel reservations. A **list of hotels in Paris**, with which ICC has negotiated preferential room rates, will be sent to you upon completion of the online registration.

› VISA

We are able to dispatch **visa invitation letters** to support your visa application only after receipt of your registration form and full payment of your registration fees.

› WORKING LANGUAGES

English and French. Simultaneous interpretation will be provided.

› CREDITS AND HOURS

ICC Training and Conferences is eligible for CLE credit under **New York's** approved jurisdiction procedures, is a State Bar of **California** approved MCLE provider and is accredited by the Bar Standards Board to provide CPD for barristers at the Bar of **England & Wales**. **French Bars:** This conference has been sent for CNB approval. Lawyers practising in France may apply for the reimbursement of this course before the FIFPL (*Fonds Interprofessionnel de Formation des Professionnels Libéraux*), subject to terms and conditions.

› PARTNERSHIP OPPORTUNITIES

This training offers you an unrivalled opportunity to build worldwide partnerships. Partnering will get you visibility with the major decision makers in global business and/or within the international arbitration network.

For sponsorship information, please contact Luz Rodriguez at: luz.rodriguez@iccwbo.org.

For supporter/media partner information, please contact Aisling Achoun at: aisling.achoun@iccwbo.org.

› CANCELLATION POLICY

50% of the registration fee will be refunded if notice of cancellation is received in writing before **before 29 April 2016**. Cancellations after this date are not refundable. Subject to agreement from ICC Training and Conferences prior to the event, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration information will be required.

Please note that ICC Services reserves the right to cancel this event or to make minor alterations to the content and timing of the programme or to the identity of the speakers. In the unlikely event of cancellation, delegates will be offered a full refund. ICC Services will not, however, be held responsible for any related expense incurred by the participant.