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.

EARN
- 24 CLE credits
- 21 MCLE credits
- 21 CPD hours
- 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

Supporters

*This training has been sent for CNB approval
PROGRAMME

DAY 1  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
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 activities\(^1\), 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 | €1529\(^2\) (€1834.80 incl. VAT) |
| AFTER 25 MARCH 2016 | ICC MEMBERS | €1759\(^2\) (€2110.80 incl. VAT) |
| | NON-MEMBERS | €2199\(^2\) (€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:

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.