



INTERNATIONAL CONTRACTS AND ARBITRATION

THE PROGRAM

SIENA | JUNE 28, 2019

WHAT

KEY ELEMENTS IN
INTERNATIONAL TRANSACTIONS
AND MOCK ARBITRATION

WHO

RENOWNED
U.S.A. AND INTERNATIONAL
LAWYERS

See their profiles

FOR

Business owners
Managers | Sales Managers
Lawyers | Consultants

REGISTRATION

WHERE

Camera di Commercio | Siena 

9:00 • Welcome coffee & Registration

9:30 • Opening remarks

Josefa Sicard-Mirabal • Fordham University School of Law

9:45 • **Clause and Effect - the Arbitration Clause and Jurisdiction**

Types of Clauses and Jurisdictions

In the desire to close an international business deal, parties may fail to give sufficient attention to the drafting of a dispute resolution clause. The choice of law and forum of an international contract has a huge impact as to how differences are resolved. The best practice is to draft an enforceable dispute resolution clause when drafting the contract. This session will discuss the importance of a contract's arbitration clause with a focus on the pharmaceutical, luxury goods and wine industries.

Nancy Thevenin, Fred Fucci, Maria Beatrice Deli

10:30 • Coffee Break

11:00 • **Strategy and Analysis of the Mock Case**

Josefa Sicard-Mirabal, Grant Hanessian

11:30 • **Tips on Oral Advocacy**

Combining Substance with Technique

Representing a client properly, requires advocates to understand the goals of oral arguments for each player involved. The parties want their voice to be heard; counsel aim to enhance credibility; and arbitrators seek to thoroughly evaluate all claims. This session will shed light on the aim of oral advocacy and provide the tips, techniques and approaches that are key to the strengthening of any argument.

Eridania Perez, Mark Morril, Grant Hanessian

12:30 • Light Lunch

14:00 • **Evidence and Burden of Proof**

Presentation of Oral and Documentary Evidence

During an arbitration hearing, a claimant seeks to prove the claims that are alleged in the claim, and respondents seek to establish any defenses to those claims and seek to prove any counterclaims. Arbitrators usually accept two types of proof: oral testimony and documentary evidence. This panel will discuss the different types of witness testimony used as well as provide insights on witness preparation.

Peter Sherwin, Luis O'Naghten, Josefa Sicard-Mirabal

15:00 • **Mock Hearing and Witness Examination**

In this session, participants will witness a demonstration of a mock hearing complete with clients, counsel, witnesses and arbitrators.

Tribunal: • Nancy Thevenin, Peter Sherwin, Maria Beatrice Deli

Witnesses • Josefa Sicard-Mirabal, Mark Morril

Claimant's Counsel • Eridania Perez, Luis O'Naghten

Respondent's Counsel • Fred Fucci, Grant Hanessian

17:45 • Closing remarks and End of Session

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