



# FIAA

Foundation for International  
Arbitration Advocacy

International Arbitration Advocacy Workshop

## QUESTIONING OF EXPERT WITNESSES IN INTERNATIONAL ARBITRATION

A Learning-by-Doing Skills Workshop

19-21 November 2009

Hotel Beau-Rivage Palace  
Lausanne, Switzerland

**EARLY REGISTRATION IS RECOMMENDED**

**THIS WORKSHOP IS LIMITED TO 24  
PARTICIPANTS**

A unique opportunity for international arbitration practitioners to improve their advocacy skills in a learning-by-doing workshop by:

- working with accounting experts from leading firms;
- engaging in exercises and simulations based on a mock arbitration case, including a full day witness hearing; and
- obtaining direct feedback and practical advice from leading international arbitration practitioners and advocacy instructors.

FIAA  
Foundation for International Arbitration Advocacy

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Switzerland

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FIAA is grateful for the  
support of its sponsor



## QUESTIONING OF EXPERT WITNESSES IN INTERNATIONAL ARBITRATION

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### ABOUT FIAA

FIAA – Foundation for International Arbitration Advocacy is a new organization dedicated to providing advocacy training specifically designed for international arbitration.

Advocacy in the context of international arbitration presents unique challenges. These challenges begin with drafting the request for arbitration and continue through to enforcement of the final award.

Through a series of different learning-by-doing programs and workshops, FIAA offers skills training for international arbitration practitioners in witness questioning, oral argument and written advocacy. FIAA also provides a forum for arbitrators, counsel and academics to analyze, develop and promote effective and ethical dispute resolution skills for international arbitration.

For more information about FIAA and its programs, visit our website at: [www.fiaa.com](http://www.fiaa.com)

### FIAA'S NOVEMBER ADVOCACY WORKSHOP

FIAA's November 2009 Advocacy Workshop will focus on one key aspect of advocacy in international arbitration – the questioning of expert witnesses.

This learning-by-doing workshop will provide international arbitration practitioners with skills and techniques for examination, cross-examination and witness conferencing involving expert witnesses.

Participants will work with accounting experts from leading firms (LECG and Ernst & Young), engage in exercises and simulations, see demonstrations and hear presentations by experienced international arbitration practitioners and advocacy instructors. Throughout the workshop, participants will receive faculty feedback on live and recorded performances.

On the final day of the workshop, participants will act as counsel in mock hearings with opening statements, examinations-in-chief, cross-examinations, witness conferencing and closing arguments before arbitral tribunals comprised of experienced international arbitration practitioners.

The workshop is strictly limited to 24 participants in order to ensure an effective learning environment and that each participant has ample opportunity to develop his or her advocacy skills.

FIAA's November 2009 Advocacy Workshop will open with registration and a welcome lunch at 12:00 noon on Thursday, 19 November 2009 and will conclude with a celebratory Closing Dinner on the evening of Saturday, 21 November 2009.

Prior to the workshop, registered participants will receive a detailed workshop programme, together with the mock arbitration case file and reference materials.

### WORKSHOP FACULTY

**Yas Banifatemi**

Shearman & Sterling LLP, Paris

**Christian Cambouive**

Gide Loyrette Nouel, Paris

**Marinn Carlson**

Sidley Austin LLP, Washington, D.C.

**Timothy Dutton, QC**

Fountain Court Chambers, London

**Paul Friedland**

White & Case LLP, New York

**Stephen Jagusch**

Allen & Overy LLP, London

**Pierre Mayer**

Dechert LLP, Paris

**Andrew McDougall**

Perley-Robertson, Hill & McDougall LLP, Ottawa

**Wendy Miles**

Wilmer Cutler Pickering Hale and Dorr LLP, London

**Michael Polonsky**

Berwin Leighton Paisner LLP, London

**David Roney**

Schellenberg Wittmer, Geneva

**Matthias Scherer**

Lalive, Geneva

**Michael Schneider**

Lalive, Geneva

**James Seckinger**

University of Notre Dame Law School, Indiana

**John Terry**

Torys LLP, Toronto

**Michael Young**

Herbert Smith LLP, Paris



**FIAA**

Foundation for International Arbitration Advocacy

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### IF YOU WISH TO ATTEND

Please complete the attached registration form and send it, together with your bank transfer details, to Ms Amy Karabulut, FIAA Administrator, by e-mail to [info@fiaa.com](mailto:info@fiaa.com) or by fax to +41 22 707 8001.

EARLY REGISTRATION IS RECOMMENDED – This workshop is strictly limited to 24 participants.

### REGISTRATION FEE AND PAYMENT

The registration fee for each participant is EUR 1,950 and covers:

- participation in the workshop
- all workshop documentation
- all meals and refreshment breaks from lunch on 19 November 2009 up to and including the Closing Dinner on 21 November 2009.

Payment may be made by bank transfer. Please instruct your bank to transfer “free of charges to beneficiary” and quote your name and the words “FIAA November 2009 Workshop”.

Beneficiary:	Foundation for International Arbitration Advocacy (FIAA)
Purpose:	Registration Fee – November 2009
Bank:	UBS SA Place du Molard 8 P.O. Box 2600 1211 Geneva 2 Switzerland
SWIFT/BIC Code:	UBSWCHZH80A
IBAN Account No.:	CH56 0024 0240 4597 0260 V

Please ensure that a copy of the bank transfer details is attached to your registration form. Full payment must be received in order to process your registration and reserve a place for you at the workshop.

Upon receipt of your payment for the workshop a confirmation e-mail will be sent. Registration confirmations will not be sent by mail.

### NO CANCELLATIONS

Due to the restriction on the number of participants, no refunds shall be paid on cancellation of any registration. A registration may, however, be transferred to another person by written notice sent to FIAA at [info@fiaa.com](mailto:info@fiaa.com).

### WORKSHOP VENUE

FIAA's International Arbitration Advocacy Workshop will take place at the Hotel Beau-Rivage Palace in Lausanne, one of Switzerland's finest hotels.

Just 30 minutes from Geneva International Airport, less than four hours by train from Paris and just three hours from Milan, the hotel is ideally situated at the heart of a major European crossroad. For more information on the Beau-Rivage Palace, please visit [www.brp.ch](http://www.brp.ch)



**BEAU-RIVAGE PALACE**  
LAUSANNE SWITZERLAND

Place du Port 17 – 19  
1000 Lausanne 6  
Tel.: +41.21.613.33.33  
Fax: +41.21.613.33.34  
E-mail: [reservations@brp.ch](mailto:reservations@brp.ch)

### TRAVEL ARRANGEMENTS AND VISAS

Participants are responsible for making their own travel arrangements. It is recommended that you check your visa requirements with your local embassy or consulate. We are unable to send out letters supporting visa applications to embassies prior to receipt of your registration form and full payment of registration fees. Please apply for your visa in good time.



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### ACCOMMODATION

A limited number of rooms have been reserved at the Hotel Beau-Rivage Palace at the preferred rate of CHF 400 (single occupancy) or CHF 450 (double occupancy). Availability cannot be guaranteed once the room block is full.

To reserve your hotel room, please complete the attached Hotel Reservation Form and send it directly to the hotel by fax at +41 21 613 3348. Participants are responsible for making accommodation reservations directly with the hotel and entering into an agreement with the hotel regarding credit card guarantees, cancellation terms and conditions. FIAA cannot accept responsibility for hotel accommodation disputes between a participant and the hotel.

For additional information please contact the hotel reservation desk by telephone at +41 21 613 34 45 or by e-mail at [reservations@brp.ch](mailto:reservations@brp.ch)

### ANCHOR SPONSOR AND FOUNDING LAW FIRMS

FIAA thanks its anchor sponsor for their support.



FTI Consulting, Inc. is a global business advisory firm dedicated to helping organisations protect and enhance enterprise value in an increasingly complex legal, regulatory and economic environment. With more than 3,000 employees located in most major business centers in the world, we work closely with clients every day to anticipate, illuminate, and overcome complex business challenges in areas such as investigations, litigation, mergers and acquisitions, regulatory issues, reputation management and restructuring. More information can be found at [www.fticonsulting.com](http://www.fticonsulting.com).

FIAA also thanks its two founding law firms for their support.



**SHELLENBERG**  
WITTMER



**FIAA**

Foundation for International Arbitration Advocacy

### FEEDBACK ON FIAA'S PREVIOUS WORKSHOPS

*"Very instructive, very helpful. An intensive learning experience that was definitely worth it."*

Maurice Courvoisier  
Wenger Plattner, Basel

*"Excellent faculty. I was blown away by how much time all these 'big names' took to review my performance and give detailed comments – invaluable and unparalleled in my career."*

Lucy Martinez  
Freshfields Bruckhaus Deringer, New York

*"Definitely one of the best learning experiences of my professional life. This will stick."*

Jan Pas  
Pels Rijcken & Droogleeve Fortuijn, The Hague

*"A course of the highest calibre. I got a huge amount out of it and am very eager to put these advocacy skills to use."*

John Templeman  
Allen & Overy LLP, London

# Registration Form

FIAA's Advocacy Workshop:

Questioning of Expert Witnesses in International Arbitration - A Learning-by-Doing Skills Program

Beau Rivage Palace, Lausanne, Switzerland

19 - 21 November 2009

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Please return this form, together with your bank transfer details, to Ms Amy Karabulut, FIAA Administrator, by e-mail to [info@fiaa.com](mailto:info@fiaa.com) or by fax to +41 22 707 8001.

**(Please print IN BLOCK CAPITALS)**

Last name: \_\_\_\_\_ First name: \_\_\_\_\_

Title (Professor / Doctor / Mr / Mrs / Ms): \_\_\_\_\_ Suffix: \_\_\_\_\_

Firm / Organisation: \_\_\_\_\_

Address: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

**Workshop Registration Fee: €1'950**

I have paid by bank transfer

Please instruct your bank to make the transfer "free of charges to beneficiary" and quote your name and the words "November 2009 Workshop".

Beneficiary: Foundation for International Arbitration Advocacy (FIAA)

Purpose: Registration Fee - November 2009

Bank: UBS SA  
Place du Molard 8  
P.O. Box 2600  
1211 Geneva 2  
Switzerland

SWIFT / BIC Code: UBSWCHZH80A

IBAN Account No.: CH56 0024 0240 4597 0260 V

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

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**BEAU-RIVAGE PALACE SA**  
 PLACE DU PORT 17-19  
 CH – 1000 LAUSANNE 6  
 SWITZERLAND  
 TEL: (+41) 21 613 33 40 -FAX: (+41) 21 613 33 48

**FROM NOVEMBER 18<sup>TH</sup> TO 22<sup>TH</sup> 2009**

**LAST NAME:** \_\_\_\_\_

**FIRST NAME:** \_\_\_\_\_

**ADDRESS:** \_\_\_\_\_

**E-MAIL:** \_\_\_\_\_

**TEL NO:** \_\_\_\_\_

**FAX NO:** \_\_\_\_\_

**ARRIVAL DATE/TIME:** \_\_\_\_\_

**DEPARTURE DATE/TIME:** \_\_\_\_\_

**SPECIAL HOTEL RATE** (please tick the relevant box indicating occupancy)

Room Beau-Rivage Palace     Single Occupancy CHF 400.-     Double Occupancy CHF 450.-  
 (Room category assigned upon availability)

*Above rate is per room per night including American buffet breakfast, service charge and VAT. Please note that local tax is additional at CHF 3.40 per person and per night at the Beau-Rivage Palace. Breakfast served in the bedroom is not included in the room rate.*

*-Check in time is 3:00 p.m. / Check out time is 12:00 noon*

*-Cancellations: Up to 15 days before arrival, we will charge one night in case of cancellation.*

*Up to 7 days before arrival, we will charge the whole stay in case of cancellation.*

*Partial cancellations received less than 7 days before arrival will be charged 100%.*

*Additionally, no-shows will be charged 100% of entire stay.*

*- **This Hotel registration form is the confirmation of your booking.***

**ROOM RESERVATION & PAYMENT WILL BE GUARANTEED WITH:**

Visa \_\_\_\_\_ Mastercard \_\_\_\_\_ American Express \_\_\_\_\_ Other \_\_\_\_\_

Card number \_\_\_\_\_ Expiry date \_\_\_\_\_

Card Holder's Name \_\_\_\_\_ Security Code \_\_\_\_\_

If your credit card is a Visa or a Mastercard you must also send us your 3 digit security code that you can find on the back of your card on the top right-hand side of the signature area.

Card Holder's Signature \_\_\_\_\_

**Please return this form DIRECTLY TO THE HOTEL via FAX :**

**BEAU RIVAGE PALACE**  
**ATTENTION: GROUPS DEPARTMENT**  
**FAX: (+41) 21 613 33 48**