

Arbitration: a corporate viewpoint

Under the auspices of the **ICC Institute of World Business Law**

Co-organized with the **Association Française des Juristes d'Entreprise (AFJE)**
and the **European Company Lawyers Association (ECLA / AEJE)**

Date**Monday 23 October 2006****Venue****International Chamber of Commerce**38, Cours Albert 1er
75008 Paris, France**Objectives**

A company, as the actual consumer, finds itself at the centre of an arbitral procedure, and its managers have a key role to play.

Corporate counsel, commercial agents, international negotiators, what are your options when you negotiate the dispute resolution provisions in an international contract? Why choose ADR, or international commercial arbitration? How can you ensure you have made the right choice? It is essential that you realize the importance of the choices and the central role you can play in the arbitral procedure, so that the arbitration becomes YOUR arbitration.

This training aims to give corporate counsel and managers involved in the negotiation of international contracts a practical overview of international commercial arbitration and advice on how to use this dispute resolution procedure to the full. This one-day event will provide a unique opportunity to share your experiences as arbitration users in an informal and interactive forum.

Speakers come from industry and have extensive experience in the use of arbitration within their companies. To add to the debate, representatives from the ICC International Court of Arbitration and legal practitioners will also take part.

Who is this training designed for?

- **Legal directors and corporate counsel**
- **Commercial agents and international negotiators**
- **Business people and managers whose activities are related to international commerce**
- **Consultants advising international trading companies**
- **Arbitration users within companies**

With the support of

- **Association of Corporate Counsel Europe (ACC Europe)**
- **Franco-British Lawyers Society Limited (AJFB-FBLS)**
- **Federation of Enterprises in Belgium (FEB)**

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ACC EUROPE
Association of Corporate Counsel
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Federation of
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Belgium**ICC SERVICES**S.A.S. au capital de 305 562 euros R.C.S. Paris B 313 975 237 N° de TVA intracommunautaire FR 45 313 975 237
38, Cours Albert 1er, 75008 Paris, FranceTelephone +33 1 49 53 28 91 Fax +33 1 49 53 30 30 E-mail events@iccwbo.org Website www.iccwbo.org/events

Programme

Monday 23 October 2006

MORNING
10:00 – 13:00

Introduction : What is international arbitration ?

- Characteristics, costs and length

I – Negotiating a contract : the manager's choices

- Arbitration, ADR or state tribunals ?
- Arbitration: institutional or ad hoc ?
- Choice of the language of the contract and of the arbitral procedure
- Choice of applicable rules of law and procedure
- Drafting the arbitration clause – the “Midnight” clause

II – Role of the manager at the start of the arbitral procedure

- Preliminary negotiations : strategy and structure
- Choice of counsel
- Choice of the arbitrator
- Role in nomination of chairman of the Arbitral Tribunal

13:00 – 14:00

Working lunch

AFTERNOON
14:00 – 17:30

III – The financial aspects of arbitration

- Fees and expenses of arbitrators, counsel and witnesses
- Foreseeability and cost control
- Assessment of damages and interests
- Budgeting and accounting
- Recovery of amounts awarded

IV – Role of the manager during the course of the procedure

- Presence at hearings
- Choice of witnesses
- The manager as a witness
- Finding a settlement before or after the final award
- Enforcement of the award: where and how
- Appeal against the award

Conclusions

Contributors

- **Fabio Incutti**
Vice President, Head of Group's International Litigation and Dispute, Telecom Italia S.p.A., Italy
- **Serge Lazareff**
Avocat à la Cour, France; Chairman, ICC Institute of World Business Law
- **Henri-Michel Siraga**
General Counsel, Legal Affairs and Insurance, Dassault Aviation, France; Chairman, Association Française des Juristes d'Entreprise (AFJE)
- **Nancy B. Turck**
Chief Legal Counsel, International Energy Agency, Paris
- **Emmanuel Vuillard**
Vice-President Litigation, Alstom, France; Alternate Member, ICC International Court of Arbitration
- *With the participation of the Secretariat of the ICC International Court of Arbitration*

Logistical note

Working
languages
and methods

French and English, with simultaneous interpretation. The number of participants is limited to approximately 40 to encourage active participation.

Participants are invited to send any particular questions regarding the arbitral process in advance to the organizers so that they may be included in the programme.

How to
register

Easier and faster: **register on-line and save 20 Euros! www.iccwbo.org/events**

or, complete and return the registration form indicating method of payment to:

E-mail: events@iccwbo.org

Post: ICC SERVICES

Fax: +33 1 49 53 30 30

Events Department

Tel.: +33 1 49 53 28 91

38, Cours Albert 1er, 75008 Paris, France

Registration will be confirmed upon receipt of the registration form, one page C.V. and contribution to costs.

Contribution
to costs

Until 4 September 2006

- 440 Euros (excluding VAT) "Early-bird" special – applies to all participants

After 4 September 2006

- 490 Euros (excluding VAT) for ICC, AFJE, ECLA, ACC Europe, AJFB-FBLS and FEB members
- 560 Euros (excluding VAT) for non-members

The contribution to costs covers all conference activities, documentation and lunch. Travel and hotel expenses are not included. 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 participants at the same time as the confirmation of their participation.

MCLE Credit



ICC Events is a State Bar of **California** approved MCLE provider, is eligible for CLE credit under **New York's** approved jurisdiction procedures and is a Law Society and the General Council of the Bar of **United Kingdom** External CPD Course Provider.

Cancellation
charge

50 % of the contribution to costs will be refunded if notice of cancellation is received in writing **before 22 September 2006**. Cancellations after this date are not refundable. However, registration may be transferred to another person from the same company or organization at no extra charge, provided the Events Department is informed prior to the training.

 **SERVICES**

An affiliate of the International Chamber of Commerce

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Registration form

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Registration until
4 September 2006

Registration after 4 September 2006

"Early-bird" special

ICC, AFJE, ECLA, ACC,
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Contribution
to costs

Amount (excluding VAT)

for:

- residents outside EU
- residents in EU with
intra-community VAT No.

440,00 Euros

490,00 Euros

560,00 Euros

VAT 19,6%

86,24 Euros

96,04 Euros

109,76 Euros

Amount (including VAT)

for:

- residents in France
- residents in EU without
intra-community VAT No.

526,24 Euros

586,04 Euros

669,76 Euros

Intra-Community VAT No.

Method
of payment

By credit card:

American Express

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Visa

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Expiry date

Name of cardholder

By cheque: payable to "ICC SERVICES" bearing the reference "S 0623" and indicating the participant's name clearly.

Date

Signature

The information you provide on this form will be used to compile the participants list for this event. By providing this information, you consent to ICC storing it in its database for the sole use of the ICC International Secretariat. You may have access to this information and request to have it deleted or corrected at any time by contacting ICC Events.

How to
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Fax : +33 1 49 53 30 30

Tel. : +33 1 49 53 28 91

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Events Department

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