



Training | Paris, 3-6 June 2013

INTERNATIONAL CONTRACTS

Negotiating and drafting key clauses, dispute resolution, cultural and legal approaches

Under the auspices of the ICC Institute of World Business Law

Dates: 3 - 6 June 2013

Venue: ICC Headquarters
38, Cours Albert 1er
75008 Paris - France

EARN

25 CLE credits

21 MCLE credits

21 CPD hours*

21 CNB hours*

Negotiating and drafting a contract of quality, which will allow the parties to preserve their relationship in the long term, are skills and techniques that need to be learned, as does managing the “post-contract” and dealing with different kinds of conflict resolution. This training will focus, through the study of a mock case, on these issues and the main problems that arise in international contracts.

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

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

Sponsor

SCHELLENBERG
WITTMER



International Chamber of Commerce

The world business organization

* This training has been sent for CPD and CNB approval





PROGRAMME

Monday 3 June 2013 (9:30am – 5:30pm)

9am - 9:30am *Registration*

Negotiation and drafting

Morning

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

12:45pm - 2pm *Lunch*

Afternoon

- 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

5:30pm *Cocktails*

Tuesday 4 June 2013 (9:30am - 5:30pm)

Negotiation and drafting

Morning

- Plenary session: Presentation of the mock case and of the organization of the working groups
- Working groups: Preparation of the negotiation of Section V of the contract
- Working groups: Negotiation and drafting of Section V of the contract

12:30pm - 2pm *Lunch*

Afternoon

- Working groups: Preparation of the negotiation of specific clauses of the contract
- Working groups: Negotiation and drafting of specific clauses of the contract
- Plenary session: Discussion on the working groups

7:30pm *Dinner-cruise
on the Seine*

Wednesday 5 June 2013 (9:30am - 5:30pm)

Methods of dispute resolution

Morning

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

12:30pm - 2pm *Lunch*

Afternoon

- Working groups: Preparing the negotiation of the dispute resolution clause
- Working groups: Negotiation on the dispute resolution clause
- Plenary session: Discussion on the working groups

6:00pm *Museum visit*



SPEAKERS

**Thursday 6 June 2013
(9:30am - 1pm)**

8:30am - 9:30am

*Optional and complimentary
breakfast- Presentation and
discussion on "The ICC ADR,
Expertise and Dispute Board Rules
- how and when to best use them?"*

Different cultural and legal approaches

Morning

- Practising international contracts in China
- Practising international contracts in Russia
- Practising international contracts in Brazil
- Practising international contracts in USA

Closing of the seminar

**"You will be trained
by the best professionals
and practitioners in the field
of international contracts.
Being in a class composed
of people representing
worldwide countries is
priceless, both from a
professional and personal
point of view."**

Alessio Santoriello, IMA Industria
Macchine Automatiche S.p.A. - Italy

Chairman of the ICC Institute of World Business Law

Yves Derains, Founding Partner, Derains & Gharavi, France; Former Secretary General, ICC International Court of Arbitration

Chairman of the Training

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

Speakers

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

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

Philippe Cavalieros, Of Counsel, Winston & Strawn LLP, France; Former General Counsel Eurasia and Head of International Arbitration, Renault Group

Hermes Marcelo Huck, Senior Partner, Lilla, Huck, Otranto, Camargo Advogados, Brazil; Professor of Economic Law and former Professor of International Law, University of São Paulo

Ian Kayanakis, Vice President, Group Legal Division, Technip, France

Alexander Marquardt, Partner, Kramer Levin Naftalis & Frankel LLP, France

Christoph Martin Radtke, Partner, Lamy & Associés, France; Co-Chair, Incoterms® 2010 Drafting Group; Member, ICC Commission on Commercial Law and Practice

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

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

ICC Representatives

François-Gabriel Ceyrac, Director, National Committees & Membership, ICC, Paris

Calliope M. Sudborough, Deputy Manager, ICC Dispute Resolution Services, International Centre for ADR, Paris

Eliana Maria Tornese, Counsel, ICC International Court of Arbitration, Paris

Fernande Mboutou Ze, Programme Coordinator, ICC Training and Conferences, Paris



LOGISTICAL NOTE

Registration fees

The registration fee covers all training activities*, including documentation, lunches, coffee breaks, cocktails on Monday, a dinner on Tuesday, a Museum visit on Wednesday and an optional breakfast-talk on Thursday. Travel and hotel expenses are not included.

** subject to last minute changes from the organizers.*

Early Bird Rate until 26 April 2013

☐ €1,499* (€1,792.80)

After 26 April 2013

☐ ICC members: €1,799* (€2,151.60)

☐ Non-Members: €2,099* (€2,510.40)

**excl. VAT 19.6%. As of 2011, ICC Services must set its prices to include the VAT pursuant to Article 53 of the European Directive 2006-112CE. Please note that you can request a reimbursement of the VAT through your local tax administration. (If you are not a member of the EU, you must obtain a French tax representative in order to receive the VAT reimbursement.)*

How to register

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

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

E-mail: events@iccwbo.org

Tel: +33 1 49 53 28 67

Fax: +33 1 49 53 30 30

Post: ICC Services, Training and Conferences, 38, Cours Albert 1er, 75008 Paris, France

Registration will be confirmed upon receipt of the registration form and registration fees.

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

Travel and accommodation

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 receipt of the registration form.

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 a Solicitors Regulation Authority and General Council of the Bar of **England** and **Wales** External CPD Course Provider. **French Bars:** This training has been sent for CNB approval.

Continuing legal education: organization registered in France under n° 11 75 40892 75.

Cancellation policy

50% of the registration fee will be refunded if notice of cancellation is received in writing before **before 3 May 2013**.

Cancellations after this date are not refundable. Subject to agreement from ICC Services prior to the conference, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration material 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.

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 advocacy. For further information, please contact Ms Rodriguez at:

luz.rodriguez@iccwbo.org



REGISTRATION FORM S 1322

International Contracts

Register online*
www.iccevents.org
*Secured payment by credit card

or complete and return to
events@iccwbo.org
Fax: +33 (0)1 49 53 30 30

Dates
Venue

3 - 6 June 2013
ICC Headquarters
38, Cours Albert 1er, 75008 Paris - France

Participant information
(Please print or type)

Title (Mr/Dr/Mrs/etc.) _____
Family name _____ First/given name _____
Position _____
Company _____
Address _____
City/state _____ CEP/postal code _____
Country _____ E-mail _____
Tel (_____) _____ Fax (_____) _____

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Special code (NC, etc.)

Method of payment

☐ **By credit card:** ☐ American Express ☐ Euro/MasterCard ☐ Visa

Card number _____ Expiry date _____

Name of cardholder _____

☐ **By bank transfer: LCL**

Beneficiary: ICC Services Account No. 0000060021B Clé RIB 64 Bank Code 30002 Branch Code 04866
Swift: CRLYFRPP IBAN: FR61 3000 2048 6600 0006 0021 B64

Please indicate the reference "S 1322" and the name of the participant.

Please note that transfer fees charged by the bank must be covered by the participants themselves.

Date _____ Signature _____

Data protection information

The details you provide on this form will be used for registration purposes. They will be stored in ICC's databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law 'informatique et libertés' of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at registrations@iccwbo.org. The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers. Please indicate if you wish to receive such information:

☐ **Yes** ☐ **No**

Please tick below if you wish to receive commercial offers from associated organizations, including in particular **ICC National Committees**:

☐ **Yes** ☐ **No**

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