

**PIDA Training**

**INTERNATIONAL CONTRACTS:** *Study of a mock case*  
Negotiating, Drafting, Dispute Resolution,  
Different Cultural and Legal Approaches

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

**Dates:** 1 – 4 February 2010 (3<sup>1/2</sup> days)

**Venue:** International Chamber of Commerce  
38 Cours Albert 1er, 75008 Paris, France

**EARN**

24.25 CLE credits  
20 MCLE credits  
20 CPD hours\*  
20 CNB hours\*

**Objective**

The success of international business depends on the quality of contracts signed. Too often, if the relationship between parties happens to deteriorate, loopholes in the contract make the situation worse; had the contract been better drafted the relationship could have been preserved. Negotiating and drafting a contract are skills and techniques that need to be learned, as does managing the “post-contract” and dealing with different kinds of conflict resolution. **This seminar will focus on the main problems that arise in international contracts and particular attention will be given to avoiding disputes.**

*This programme can be credited towards training under the “taxe de formation professionnelle” in France (organization registered under 11 75 4089 275).*

*\* This training has been sent for CPD and CNB approval.*



International Chamber of Commerce

*The world business organization*

**Events Department**

**ICC Events**

**INTERNATIONAL CONTRACTS:** *Study of a mock case*  
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**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.

**Working methods**

- **Study of a mock case**, reflecting the reality and practices of international business, within working groups limited to roughly 10 participants. The mock case will be sent to participants before the training so that they can read the facts, prepare for working in groups and identify the contractual issues which will be addressed during the negotiations.
- Technical and practical presentations with international experts.
- Debate amongst participants and speakers during interactive plenary sessions.

Monday 1 February

9.30 a.m. – 5.30 p.m.

9.00 – 9.30 a.m.

Registration

*Introduction and negotiation*

**MORNING**

- Presentation of ICC – Introduction
- Strategies and techniques of negotiation – “Getting to yes”

**AFTERNOON**

- Working groups on negotiations
- Report from the working groups and discussion

*Cocktails*

Tuesday 2 February

9.30 a.m. – 5.30 p.m.

### *Drafting*

#### MORNING

- Essential and accessory clauses
- ICC Model Clauses (Force Majeure, Hardship and Confidentiality clauses)
- Drafting techniques

#### AFTERNOON

- Working groups on drafting essential clauses negotiated the previous day
- Report from the working groups and discussion

*Dinner*

Wednesday 3 February

9.30 a.m. – 5.20 p.m.

### *Prevention and methods of dispute resolution*

#### MORNING

- Why and what to do when contracts go wrong? The grounds of failure – Renegotiation strategies
- Dispute resolution: State Tribunals, ADR, arbitration or combination of the “med-arb”?
- Dispute Boards and ADR – Technical expertise
- ICC arbitration

#### AFTERNOON

- Working groups on the conflict resolution clause
- Report from the working groups and discussion

*Museum Visit*

Thursday 4 February

9.30 a.m. – 1.00 p.m.

### *Different cultural and legal approaches*

#### MORNING

- Importance of cultural and legal differences – Civil law vs. Common law approach
- Practising international contracts in the Arab world
- Practising international contracts in Japan
- Topical subject: Introduction to Incoterms
- Conclusion

## Registration fees

Amount (**excluding VAT**) for taxable residents in the European Union, associations without an Intra-Community VAT No. and residents outside the European Union:

### Until 21 December 2009: "Early bird special"

- For ICC members: 1 570 euros
- For non-members: 1 690 euros

### After 21 December 2009

- For ICC members: 1 810 euros
- For non-members: 1 930 euros

Amount (**including VAT 19,6%**) for residents in France and any individual without an Intra-community VAT No.:

### Until 21 December 2009: "Early bird special"

- For ICC members: 1 877,72 euros
- For non-members: 2 021,24 euros

### After 21 December 2009

- For ICC members: 2 164,76 euros
- For non-members: 2 308,28 euros

The registration fees include all seminar activities(\*) including documentation, lunches, coffee breaks, a cocktail on Monday, a dinner on Tuesday, and a Museum visit on Wednesday. Travel and hotel expenses are not included.

(\*) *Subject to last minute changes and modification by the organizers.*

## How to register

**Easier, faster and save 20 euros, register online\*** at [www.iccevents.org](http://www.iccevents.org)

*\*Secured payment by credit card*

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

**E-mail:** [events@iccwbo.org](mailto:events@iccwbo.org)

**Tel:** +33 (0)1 49 53 30 42

**Fax :** +33 (0)1 49 53 30 30

**Post:** ICC Services / Events Department, 38 Cours Albert 1er, 75008 Paris, France

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

## Working language

English and French with simultaneous interpretation.

## Admission requirements for candidates

To be admitted, candidates should speak one or both of the training's working languages (English and/or French) and have experience in negotiating and managing international contracts. The number of participants is limited to 50 in plenary sessions and 10 in working groups to encourage active participation. All participants are expected to be present for every session.

## 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 upon receipt of the registration form. We are able to send visa invitation letters to support your visa application only after receipt of your registration form and full payment of your registration fees.

## Credits and hours

ICC Events 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

50% of the registration fee will be refunded if notice of cancellation is received in writing **before 4 January 2010**. Cancellations after this date are not refundable. Subject to agreement from ICC Events prior to the event, 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.

**Register online and save 20 euros! [www.iccevents.org](http://www.iccevents.org)**  
or complete and return to [events@iccwbo.org](mailto:events@iccwbo.org) Fax: +33 (0)1 49 53 30 30

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 For non-members: 1 690 euros

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Intra-Community VAT No. (Compulsory)\*  Special code (NC, etc...)

\* As of 1st January 2010, in accordance with Article 196 of the Council Regulation (EC) N° 143/2008 of 12 February 2008, it is now up to the client to process VAT statements and returns with its tax authorities.

Method of payment

- By credit card:**  American Express  Euro/MasterCard  Visa  
Card number..... Expiry date.....  
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- By bank transfer:** (name of bank) LCL  
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 1003" and the participant's name clearly.

Date..... Signature.....

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 [registrationevents@iccwbo.org](mailto:registrationevents@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



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- **Serge Lazareff**  
Partner, Derains Gharavi & Lazareff, France

### Chairman of the PIDA Training

- **Kristine Karsten**  
Partner, Affina Legal, France

### Speakers

- **Jean-Georges Betto**  
Partner, Lovells, France
- **Fabio Bortolotti**  
Partner, Buffa, Bortolotti & Mathis, Italy
- **Georges Khairallah**  
Professor, Université Panthéon Assas – Paris II, France
- **Laurence Kooy**  
Head of Legal Affairs, Global Trade Services, BNP Paribas, France
- **Joachim Kuckenburg**  
Partner, Kuckenburg Bureth Associés, France
- **Christoph Martin Radtke**  
Partner, Lamy & Associés, France
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Company Director; Retired Partner, Clifford Chance (1972 to 2009), France

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