



Training | Paris, 23-26 June 2014

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: 23-26 June 2014

Venue: ICC Hearing Centre
10, avenue Raymond Poincaré
75016, Paris, France

EARN

24 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 are 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



Wolters Kluwer
Law & Business

ICC INTERNATIONAL
CHAMBER
OF COMMERCE
The world business organization

* This training has been sent for CPD and CNB approval





PROGRAMME

Monday 23 June 2014 (9:30am-5:30pm)

09.00-09.30 *Registration*

Negotiation and drafting

Morning 9:30am-12:45pm

- 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 2pm-5:30pm

- 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 *Cocktail reception*

Tuesday 24 June 2014 (9:30am-5:30pm)

Negotiation and drafting

Morning 9:30am-12:30pm

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

12:30pm-2pm *Lunch*

Afternoon 2pm-5:30pm

- 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

7pm *Dinner cruise on the Seine*

Wednesday 25 June 2014 (9:30am-5:30pm)

8:30am-9:30am *Optional ADR breakfast*

Methods of dispute resolution

Morning 9:30am-12:30pm

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

12:30pm-2pm *Lunch*

Afternoon 2pm-5:30pm

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

6pm *Visit of an exhibition at the Grand Palais*

"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



SPEAKERS

Thursday 26 June 2014
(9:30am-1pm)

Different cultural and legal approaches

Morning 9:30am-1pm

- Presentation of ICC Model Contracts and other relevant ICC publications
- Practising international contracts in China
- Practising international contracts in Indonesia
- Practising international contracts in Turkey
- Practising international contracts in USA
- Closing of the seminar

1pm

Lunch

End of the training

Chairman of the Training

David Brown

Partner, Clyde & Co. - Paris, 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

Kristine Karsten

Partner, VistaLaw, France; Council Member, ICC Institute of World Business Law

Pierrick Le Goff

General Counsel, Alstom Transport, France; PhD in Law; Member of the New York Bar

Christoph Martin Radtke

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

Isabelle Smith-Monnerville

Lawyer, Smith Violet, France

Doris L. Speer

Deputy General Counsel - Business Transactions, Alstom, France

ICC Representatives

François-Gabriel Ceyrac

Director, ICC National Committees & Membership, Paris

Alexander Fessas

Counsel, ICC International Court of Arbitration, Paris

Marie-Dominique Fraiderik

Sales, Copyright Administration Manager, ICC Publications, Paris

Hannah Tümpel

Manager, ICC International Centre for ADR, Paris

Lidia Zivkovic

Sales Administration Assistant, ICC Publications, Paris



LOGISTICAL NOTE

Registration fees

The registration fee covers all training activities*, including documentation, lunches, coffee breaks, a cocktail reception on Monday, a dinner on Tuesday and the visit of an exhibition on Wednesday. Travel and hotel expenses are not included.

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

Early Bird Rate until 25 April 2014

€1529* (€1834.80 incl. VAT)

After 25 April 2014

ICC members:

€1835* (€2202 incl. VAT)

Non-Members:

€2199* (€2638.80 incl. VAT)

**excl. VAT 20%. 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.)

To request a VAT refund:

- Foreign companies established in another member country of the European Union should consult the VAT Refund Web Portal of the General Directorate of Taxes in their country

- Foreign companies established outside the European Union should fill in form n° 3559 SD from the Direction Générale des Finances Publiques in France

For more information, please consult the following website: <http://www2.impots.gouv.fr/dresg/pas-etb-stable/rembt-tva.htm>

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, 33-43, avenue du Président Wilson, 75116 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 conference has been sent for CNB approval. Lawyers practising in France may apply for the reimbursement of this course before the FIFPL (*Fonds Interprofessionnel de Formation des Professionnels Libéraux*), subject to terms and conditions.

Cancellation policy

50% of the registration fee will be refunded if notice of cancellation is received in writing **before 23 May 2014**. Cancellations after this date are not refundable. Subject to agreement from ICC Training and Conferences prior to the event, the registration may be transferred to another person from the same company or organization at no extra charge. Updated registration information 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/or within the international arbitration network. For further information, please contact Ms Rodriguez at: luz.rodriguez@iccwbo.org



REGISTRATION FORM S 1422 Training on International Contract

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

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 **23-26 June 2014**
Venue **ICC Hearing Centre**
10, avenue Raymond Poincaré, 75016, 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 (_____) _____

Registration fees

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€1529* (€1834.80 incl. VAT)

*excl. VAT 20%.

After 31 July 2014

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Non-Members: **€2199*** (€2638.80 incl. VAT)

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 1422" 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 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 **No**

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