



# FIAA

Foundation for International  
Arbitration Advocacy

International Arbitration Advocacy Workshop

## QUESTIONING OF FACT WITNESSES IN INTERNATIONAL ARBITRATION

A Learning-by-Doing Skills Workshop

9 - 11 May 2019

Beijing Arbitration Commission (BAC)  
16/F, China Merchants Tower  
No.118 Jian Guo Road, Chaoyang District  
Beijing 100022, China

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

- 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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FIAA is grateful for the support of its sponsor



FIAA is grateful to its media partner



## QUESTIONING OF FACT WITNESSES IN INTERNATIONAL ARBITRATION

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### ABOUT FIAA

FIAA – Foundation for International Arbitration Advocacy is 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 MAY 2019 ADVOCACY WORKSHOP

FIAA's May 2019 Advocacy Workshop will focus on one key aspect of advocacy in international arbitration – the questioning of fact witnesses.

This learning-by-doing workshop will provide international arbitration practitioners with the fundamentals of examining and cross-examining fact witnesses based on a mock arbitration case.

Participants will 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.

FIAA's May 2019 Advocacy Workshop will open at 12:00 noon on Thursday 9 May 2019 and there will be the Gala dinner on Saturday evening.

The price for the FIAA Advocacy Workshop and Gala Dinner (9-11 May 2019) is USD 450.

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

This workshop is accredited for 20 hours of continuing legal education by the Solicitors Regulation Authority of England and Wales. Application for New York accreditation of this course is currently pending.

### EARLY REGISTRATION IS RECOMMENDED

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.

### WORKSHOP FACULTY

**Sheila Ahuja**

Allen & Overy, Singapore

**Lijun Cao**

Zhong Lun, Beijing

**Simon Chapman**

Herbert Smith Freehills, Hong Kong

**Caroline Kenny QC**

Owen Dixon Chambers West, Melbourne

**Christopher Lau SC**

3 Verulam Buildings, Singapore

**Ing Loong Yang**

Latham & Watkins, Hong Kong

**Song Lu**

China Foreign Affairs University, Beijing

**Arthur Ma**

DaHui Lawyers, Beijing

**Damien McDonald**

Fangda, Hong Kong

**Andrew McDougall**

White & Case LLP, Paris

**Wendy Miles QC**

Debevoise & Plimpton LLP, London

**Catherine Mun**

Li & Partners, Hong Kong

**Jern-Fei Ng QC**

Essex Court Chambers, London

**Kim Rooney**

Gilt Chambers, Hong Kong

**Young Suk Park**

KL Partners, Seoul

**Justin Tang**

Linklaters, Hong Kong

**Jingzhou Tao**

Dechert, Beijing

**Friven Yeoh**

Sidley Austin LLP, Hong Kong

## QUESTIONING OF FACT WITNESSES IN INTERNATIONAL ARBITRATION

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### IF YOU WISH TO ATTEND

Please complete the attached registration form and send it, together with your bank transfer details / PayPal Confirmation, to the FIAA Administrator by e-mail to [info@fiaa.com](mailto:info@fiaa.com) or by fax to +41 22 308 0001.

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

### REGISTRATION FEE AND PAYMENT

The registration fee for each participant is **USD 450** and covers:

- participation in the workshop
- all workshop documentation
- lunches and refreshment breaks on Thursday and Friday, and Gala Dinner on Saturday 11th May 2019

Payments may be made by bank transfer or online via PayPal (visit [www.fiaa.com](http://www.fiaa.com)).

If paying by bank transfer, please instruct your bank to transfer “free of charges to beneficiary” and quote your name and the words “FIAA May 2019 Workshop”.

Beneficiary:	Foundation for International Arbitration Advocacy (FIAA)
Purpose:	Registration Fee – May 2019
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.

### FIAA SCHOLARSHIPS

FIAA is offering two scholarships for this workshop to cover more than 75% of the registration fee. These scholarships will be awarded on the basis of need. Applicants for scholarships are invited to submit the following: (1) the attached Registration Form; (2) the attached Scholarship Application Form; (3) a letter from the applicant's employer supporting the applicant's attendance at the workshop; (4) payment of USD 112.50 (25% of the registration fee, which will be refunded in full if no scholarship is granted); and (5) applications and scholarships are awarded on a rolling basis.

### 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 May 2019 International Arbitration Advocacy Workshop will take place at:

Beijing Arbitration Commission (BAC)  
16/F, China Merchants Tower, No.118 Jian Guo Road,  
Chaoyang District, Beijing 100022, China

For further details, please visit:  
<http://www.bjac.org.cn/english/>



### 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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### 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 & Droogleeveer 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

### SPONSOR

FIAA thanks FTI Consulting for its support.



FTI Consulting's Global International Arbitration Practice provides expert damages and valuation opinions for use in commercial and investor-state arbitration proceedings. The demand for our services has enabled us to build the largest-established international arbitration expert witness practice globally; we have offices in all major arbitration centres.

Our expertise encompasses finance, valuation, economics and industry topics, but also in the application of those disciplines to disputes. We often work closely with FTI experts in energy, construction, and other industries to produce authoritative reports as efficiently as possible. We understand the importance of producing reports that are clear, compelling and easy to follow. Likewise, we recognise that the delivery of consistent quality work requires excellence throughout the supporting team. We frequently see the difference a good team can make to the success of the overall engagement.

One barometer of our standing is Who's Who Legal's annual Who's Who of Commercial Arbitration. For eight consecutive years, Who's Who Legal has recognised FTI Consulting as the leading expert witness firm in international arbitration. We have 49 experts on this list, covering Europe, North America, South America and the Asia Pacific region, and we have more than three times the number of experts than any other firm listed. We are actively involved in proceedings across many different jurisdictions and industries. Our experts are appointed in over 90 new substantive arbitrations each year, of which around 50 are for GAR top 30 law firms. Collectively our experts have given oral testimony more than 900 times. The scale of our practice means we can identify the right testifying expert for the case in hand – whether that entails industry experience, work on a similar type of dispute, geographic experience or proximity, or ability to work in a particular language.



**FIAA**

Foundation for International Arbitration Advocacy

# Registration Form

FIAA's Advocacy Workshop:

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

Beijing Arbitration Commission (BAC)

16/F, China Merchants Tower, No.118 Jian Guo Road, Chaoyang District, Beijing 100022, China

9 - 11 May 2019

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Please return this form, together with your bank transfer details, to the FIAA Administrator by e-mail to [info@fiaa.com](mailto:info@fiaa.com) or by fax to +41 22 308 0001

**(Please print IN BLOCK CAPITALS)**

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

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

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

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

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

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

**FIAA Advocacy Workshop and Gala Dinner (9-11 May 2019): USD 450**

I have paid by bank transfer       I have paid by PayPal

Please instruct your bank to make the transfer "free of charges to beneficiary" and quote your name and the words "FIAA May 2019 Workshop".

Beneficiary: Foundation for International Arbitration Advocacy (FIAA)

Purpose: Registration Fee - May 2019

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: \_\_\_\_\_

## NO CANCELLATIONS

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FIAA - Foundation for International Arbitration Advocacy

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# Scholarship Application



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**(Please print in BLOCK CAPITALS)**

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

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

Employer: \_\_\_\_\_

Annual Income: \_\_\_\_\_

Please explain why you wish to participate in this FIAA Program:

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Please explain why you need a scholarship in order to be able to attend and participate in this FIAA Program:

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I confirm that the information provided in this Scholarship Application is complete and true:

Signed: \_\_\_\_\_

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

In addition to this Scholarship Application, please remember to provide:

- a letter from your employer confirming their support for your attendance at this program and that they will release you for the relevant period;
- the completed registration form; and
- payment of USD 112.50 (25% of the registration fee).