



# FIAA

Foundation for International  
Arbitration Advocacy

International Arbitration Advocacy Workshop

## QUESTIONING OF FACT WITNESSES IN INTERNATIONAL ARBITRATION

A Learning-by-Doing Skills Workshop

19 - 21 November 2015

Stockholm International Hearing Centre  
7A Centralen, Vasagatan 7, 111 20 Stockholm

**EARLY REGISTRATION IS RECOMMENDED**

**THIS WORKSHOP IS LIMITED TO 24  
PARTICIPANTS**

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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1202 Geneva E: info@fiaa.com  
Switzerland

Web: [www.fiaa.com](http://www.fiaa.com)

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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 NOVEMBER 2015 ADVOCACY WORKSHOP

FIAA's November 2015 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 and closing arguments before arbitral tribunals comprised of experienced international arbitration practitioners.

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.

FIAA's November 2015 Advocacy Workshop will open at 12:00 noon on Thursday, 19 November 2015 and will conclude with a celebratory Closing Dinner on the evening of Saturday, 21 November 2015.

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

### WORKSHOP FACULTY

**Cyrus Benson**

Gibson, Dunn & Crutcher LLP, London

**Sheila Block**

Torys LLP, Toronto

**Stephen Bond**

Covington & Burling LLP, London

**Marinn Carlson**

Sidley Austin LLP, Washington DC

**Christer Danielson**

Advokattfirman Danielsson & Nyberg HB, Stockholm

**Henrik Fieber**

Roschier Advokatbyrå AB, Stockholm

**Nicholas Fletcher QC**

4 New Square, London

**Amir Ghaffari**

Vinson & Elkins LLP, London

**Kaj Hobér**

3 Verulam Buildings, London

**Shreyas Jayasimha**

Aarna Law, Bangalore

**Kristoffer Löf**

Mannheimer Swartling Advokatbyrå AB

**Katarina Mild**

Frank Advokatbyrå AB, Stockholm

**David Roney**

Sidley Austin LLP, Geneva

**James Seckinger**

University of Notre Dame, Indiana

**Joe Smouha QC**

Essex Court Chambers, London

**Michael Stepek**

Akin Gump Strauss Hauer & Feld LLP, Geneva

**David Sutton**

20 Essex Street, London

**Marieke van Hooijdonk**

Allen & Overy LLP, Amsterdam

**Scott Vesel**

Three Crowns LLP, London

**Rikard Wikström**

White & Case Advokat AB, Stockholm



## 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 EUR 850.00 and covers:

- participation in the workshop
- all workshop documentation
- lunches and refreshment breaks on Thursday, Friday and Saturday and the Closing Dinner on 21 November 2015.

Payment 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 November 2015 Workshop”.

Beneficiary:	Foundation for International Arbitration Advocacy (FIAA)
Purpose:	Registration Fee – November 2015
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 EUR 200 (approximately 25% of the registration fee, which will be refunded in full if no scholarship is granted). 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 November 2015 International Arbitration Advocacy Workshop will take place at Stockholm International Hearing Centre, 7A Centralen, Vasagatan 7, 111 20 Stockholm. For further details, please visit: <http://sihc.se/>

Stockholm  
International  
**Hearing Centre**

 CENTRALEN | STRANDVÄGEN | ODENPLAN

### 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.



**FIAA**

Foundation for International Arbitration Advocacy

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### OUR GENEROUS SPONSORS

FIAA thanks its sponsors for their support.



The FTI Consulting Economic and Financial Consulting practice provides detailed damages/valuation calculations for arbitration or litigation. Our work is based on economic, accounting, and finance evidence, that we analyse in order to quantify the financial effects of the alleged actions of the parties. Our reports are prepared in a fashion that is easily understood by Judges, and Arbitrators. In 2014, our International Arbitration experts acted as independent experts, to provide damages, valuation or financial expertise in over 100 new substantive arbitrations, for over 50 different law firms globally, and collectively testified over 33 times. Our testifying experts have significant experience in delivering clear and concise opinion evidence in arbitral and judicial hearings. We have extensive industry experience in Oil and Gas, Electric Power, Pharmaceuticals, Healthcare, Telecommunications, Media and Entertainment, Transportation, Financial Services, Transfer Pricing, Intellectual Property and Mining/Extractive Industries. Who's Who Legal 2015 survey of leading expert witnesses in commercial arbitration identified that FTI has maintained its position as the pre-eminent firm globally, with 31 of the 123 experts listed coming from FTI (or its subsidiary Compass Lexecon). More information can be found at [www.fticonsulting.com](http://www.fticonsulting.com)



HL TRAD was founded by two specialists in B2B language services, who wanted to create an innovative company aimed exclusively at the legal and financial sectors. For 9 years, HL TRAD has been a unique partner for the key players in these sectors. Its specialist positioning, unique for a language service provider, has made HL TRAD a key reference point for the legal and financial sectors, allowing it to respond quickly and efficiently to their very specific needs with optimum cost effectiveness. This original and unique concept has allowed for a remarkable expansion. HL TRAD continues to grow and has expanded across Europe with offices in Geneva, Paris, Brussels, London and Amsterdam. For more information visit: [www.hltrad.ch](http://www.hltrad.ch)



The Arbitration Institute of the Stockholm Chamber of Commerce (SCC) has developed into one of the world's leading forums for dispute resolution. The SCC was established in 1917 and is part of, but independent from, the Stockholm Chamber of Commerce. The SCC consists of a Board and a Secretariat and provides efficient dispute resolution services for both Swedish and international parties. The high number of international cases - nearly 50% - clearly evidence the strong position of the SCC as a preferred venue for dispute resolution among the international business community. Every year parties from as many as 30-40 countries use the services of the SCC. Sweden and the SCC also play a unique role in the international system developed for bilateral and multilateral investment protection worldwide. In at least 120 of the current bilateral investment treaties (BITs) Sweden or the SCC is cited as the forum for resolving disputes between investors and the state. Today, the SCC is the world's second largest institution for investment disputes. For more information visit: <http://www.sccinstitute.com/>



The Swedish Arbitration Association (SAA) is an organisation for lawyers worldwide engaged in the practice and theory of arbitration. Sweden is a long-standing centre for international arbitration and the SAA seeks to promote the interest in and knowledge of arbitration as a dispute resolution method, Swedish and international arbitration law and Sweden as an international arbitration venue. The SAA arranges conferences and seminars, training for arbitrators and is involved in publication projects. For more information visit: <http://swedisharbitration.se/>



Young Arbitrators Sweden, or YAS, is the young lawyers' association of the SCC. It is open for Swedish and foreign lawyers (attorneys, judges and others) under the age of 45 and predominantly active in the field of arbitration and commercial litigation. Through seminars, workshops, conferences, networking and educational programmes, YAS aims to increase knowledge and interest in arbitration in general, and arbitration in Sweden in particular, amongst young practitioners.



Stockholm International Hearing Centre (SIHC) was launched due to the increasing demand of hearing venues in Sweden and by the initiative of the Arbitration Institute of the Stockholm Chamber of Commerce (SCC). Hosting a steady stream of both domestic and international arbitration hearings, SIHC offers three venues in central Stockholm; 7A Centralen, 7A Strandvägen and 7A Odenplan. Each venue holding several spacious rooms with modern technique and professional experienced staff. With our long experience of arranging arbitration and mediation hearings, we guarantee a high quality of service. SIHC is a part of the conference and business center 7A. For more information visit: <http://sihc.se/>

# Registration Form

FIAA's Advocacy Workshop:  
Questioning of Fact Witnesses in International Arbitration

Stockholm International Hearing Centre, 7A Centralen, Vasagatan 7, 111 20 Stockholm  
19 - 21 November 2015

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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: \_\_\_\_\_

**Workshop Registration Fee: EUR 850.00**

I have paid by bank transfer       I have paid via PayPal

Please instruct your bank to make the transfer "free of charges to beneficiary" and quote your name and the words "FIAA November 2015 Workshop".

Beneficiary:                      Foundation for International Arbitration Advocacy (FIAA)  
Purpose:                         Registration Fee - November 2015  
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**

Due to the restriction on the number of participants, no refunds shall be paid on the 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).

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# Scholarship Application



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19 – 21 November 2015

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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 EUR 200 (approx. 25% of the registration fee).

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FIAA – Foundation for International Arbitration Advocacy  
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