

Advanced course

Prevention and Management of International Commercial Disputes: Mediation and Arbitration



FIDRA

Florence
International
Dispute
Resolution
Academy

Fidra 2021 | Iniziative, corsi e seminari

FIDRA nasce dall'esperienza della Camera di Commercio di Firenze nella gestione della risoluzione alternativa delle controversie, ed è promossa dalla sua azienda speciale **PromoFirenze** con la **Florence International Mediation Chamber (FIMC)**, il servizio di mediazione internazionale della Camera.

Avalendosi di docenti ed esperti di elevato livello, **FIDRA** realizza percorsi formativi mirati inerenti ogni aspetto degli investimenti commerciali internazionali, dalla fase precontrattuale a quella di un eventuale contenzioso.

Advanced course

Prevention and Management of International Commercial Disputes: Mediation and Arbitration

14 settembre > 6 dicembre 2021



Durata
43 ore



Lingua
Inglese



Modalità
Online



Costo
€920 + iva*



Posti disponibili
Max 40

REGISTRATI

<https://www.fidracademy.org/registratori/>

(*) Si prevede uno sconto del 50% per le iscritte al registro delle imprese di Firenze.

Crediti formativi. E' stata approvata dalla Commissione per l'accreditamento delle attività formative dell'Ordine degli avvocati di Firenze l'attribuzione di n. 20 CF non obbligatori per i partecipanti al corso, così come previsto dalla delibera adottata in data 20/04/2020 dal CNF n. 193 sulla Formazione Continua.

Goal | To provide participants with the necessary know-how for the legal management of international corporate commercial relations, as a means for preventing and resolving disputes when operating on the global market.

Structure | The programme is structured as a master, composed of two main units ("Negotiation and Drafting of International Commercial Contracts" and "Prevention and Management of International Commercial Disputes: Mediation and Arbitration"). The teaching method combines theoretical and practical approaches with a view to enabling participants to master the general international legal institutions within which to meet their future concrete contractual needs. Participants can choose whether to attend only one unit or both. Attendance to the first unit is not a prerequisite for participation to the second.

The course "Prevention and Management of International Commercial Disputes: Mediation and Arbitration" is directed to acquire or improve skills in the management of international dispute resolution mechanisms. Among others, issues such as the choice of the

institution, of the proper mechanisms and the techniques to make the most from them, as long as the enforceability of mediation settlement agreements and arbitral awards will be tackled.

Target | The teaching programme caters to especially, but not exclusively, in-house counsel, head of commercial and contracts departments, import/export managers, lawyers and consultants in the field of international commercial relationships, who aim to improve their skills in dealing with international partners and competitors.

14 Sept. - from 4:30pm to 6:30pm CET

Anne-Karin Grill

Founder and Principal of AKG ADVISORY, Vienna (Austria)

IDENTIFYING AN INTERNATIONAL COMMERCIAL DISPUTE

16 Sept. - from 10:00am to 1:00pm CET

James Claxton

Arbitrator, Mediator, Professor of Law at Rikkyo University, Tokyo (Japan)

MANAGING AN INTERNATIONAL COMMERCIAL DISPUTE: NEGOTIATION, MEDIATION AND ARBITRATION VS COURT LITIGATION; AD HOC ARBITRATION VS INSTITUTIONAL ARBITRATION

21 Sept. - from 4:00pm to 5:30pm CET

Elena Zucconi Galli Fonseca

Chair of Civil Procedure and Arbitration Law at Bologna University, Lawyer in Bologna

DRAFTING A DISPUTE RESOLUTION CLAUSE. MODEL CLAUSES AND TAILOR-MADE CLAUSES. CHOOSING THE ARBITRATION AND/OR MEDIATION INSTITUTION

21 Sept. - from 5:30pm to 7:00pm CET

Maria Chiara Malaguti

President at UNIDROIT, Chair of International Law at Università del Sacro Cuore, Milano

ENFORCEABILITY OF ARBITRAL AWARD AND CONFLICTS OF JURISDICTION

23 Sept. from 4:00pm to 7:00pm

Christian Duve

Lawyer and Professor, Frankfurt/Main, Germany

CHOOSING THE MEDIATOR (EVALUATING SKILLS, PERSONAL MEDIATION STYLE,

BACKGROUND, NATIONALITY, ETC ...) - DRAFTING A 'MEDIATION AGREEMENT'
IMPACT OF THE MEANS ON THE MEDIATION PROCESS (I.E. MEDIATING ONLINE)
PREPARING FOR A 'PRE-MEDIATION CALL' - PREPARING FOR MEDIATION
MEETINGS PREPARING CLIENT AND EXPERTS

28 Sept. - from 10:00am to 12:00pm CET

Nadja Alexander

Professor of Law, Director, Singapore International Dispute Resolution Academy (SIDRA)

**COOPERATING WITH THE MEDIATOR IN ORDER TO MAKE THE MOST OF HER/HIS
SKILLS - MANAGING THE INTERCULTURAL ASPECTS OF MEDIATION**

30 Sept. - from 5:30pm to 7:30pm CET

Michelangelo Cicogna

Partner at De Berti Jacchia Law, Milan, Arbitrator and Mediator

**APPROACHING THE OPENING SESSION, JOINT SESSIONS AND CAUCASES
THE OPENING SESSION : ILLUSTRATING THE DISPUTED FACTS EFFICACIOUSLY. THE
ROLE OF COUNSEL AND THE PARTY**

8 Oct. - from 4:00pm to 7:00pm CET

Christian Duve

Lawyer and Professor, Frankfurt/Main, Germany

**MAKING USE OF NEGOTIATION TECHNIQUES IN MEDIATION PROCEEDINGS
PUTTING FORWARD YOUR OFFERS AND HANDLING THE OTHER PARTY'S OFFERS
DEALING WITH THE MEDIATOR IN ORDER TO SUBMIT YOUR OFFERS TO THE
OTHER PARTY
ASSESSING YOUR AND THE OTHER PARTY'S BATNA AND WATNA
HANDLING INTERNATIONAL MULTIPARTY MEDIATION**

12 Oct. - from 10:00am to 1:00pm CET

Nadja Alexander

Professor of Law, Director, Singapore International Dispute Resolution Academy (SIDRA)

**DRAFTING MEDIATION SETTLEMENT AGREEMENTS
PREVENTING PROBLEMS CONCERNING THE VALIDITY AND ENFORCEMENT
OF THE MEDIATION AGREEMENT (THE 2019 SINGAPORE CONVENTION ON
MEDIATION)**

14 Oct. - dalle 16,00 alle 19,00

Corrado Mora

Civil and Commercial Mediator. CEDR Accredited Mediator. CIArb Accredited Mediator. FCIArb (Med.). Attorney at Law, Milan

Commented by: Michael Leathes

Former corporate counsel, co-founder of the International Mediation Institute and author of the book "Negotiation – things corporate counsel need to know but were not taught (2017)"

WORKSHOP: ROLE PLAY OF A MEDIATION MEETING

19 Oct. - from 4:00pm to 7:00pm CET

MID-TERM ASSESSMENT

21 Oct. - from 4:00pm to 7:00pm CET

Catherine Kessedjian

Professor Emerita at University Panthéon-Assas Paris II

MANAGING INTERNATIONAL COMMERCIAL ARBITRATION – THE ARBITRATOR/S DECLARATIONS OF IMPARTIALITY AND INDEPENDENCE, CONFLICTS OF INTEREST, DISCLOSURES

26 Oct. - from 4:00pm to 7:00pm CET

Luigi Cascone

Partner at Ughi e Nunziante Law Firm, Milan

THE RULES ON EVIDENCE. EVIDENCE IN CIVIL LAW AND COMMON LAW. SKIRMISHES ON DISCLOSURE OF EVIDENCE

28 Oct. - from 5:30pm to 6:30pm CET

Jacopo Monaci Naldini

Lawyer admitted to Italian Bar, LL.M. University College of London, FCIArb, Vice-Chairman CIArb – European Branch

THE “THIRD-PARTY FUNDER AGREEMENT”

2 Nov. - from 4:30pm to 6:30pm CET

Kathryn Siebke

Partner at SLCG Law Firm, Florence

DRAFTING THE NOTICE OF ARBITRATION

4 Nov. - from 4:30pm to 6:30pm CET

Niccolò Landi

Founder, Studio Legale Landi in association with Beechey Arbitration

INCIDENTAL PROCEEDINGS: EMERGENCY PROCEEDINGS; PROVISIONAL MEASURES; PRELIMINARY OBJECTIONS ON JURISDICTION AND ADMISSIBILITY

9 Nov. - from 4:30pm to 6:30pm CET

Roberto Calabresi

Partner at SLCG Law Firm, Florence

PREPARING THE 'REDFERN SCHEDULE' PREPARING WRITTEN MEMORIALS AND THE PLEADINGS

11 Nov. - from 4:30pm to 6:30pm CET

Luis Bravo Abolafia

Partner at Gamero&Bravo Abogados, Madrid

PREPARING WITNESSES, WHEN AND HOW EXAMINING WITNESSES, CROSS-EXAMINING AND RE-DIRECT PECULIARITIES OF ONLINE HEARINGS

16 Nov. - 4:30pm to 6:30pm CET

Massimo Benedettelli

Professor, Lawyer, Partner at ARBLIT, Milan

RECOGNITION AND ENFORCEMENT OF COMMERCIAL ARBITRAL AWARDS AND POSSIBLE CHALLENGES (1958 NEW YORK CONVENTION)

18 Nov. - from 4:30pm to 6:30pm CET

Andrea Carlevaris TBC, Partner at Bonelli Erede with Lombardi, Rome ((sessione di Novembre)

Michelangelo Cicogna TBC, Partner at De Berti Jacchia Law, Milan, Arbitrator and Mediator

Georgia Magno General Counsel & VP Turbomachinery & Process Solutions – BakerHughes

WORKSHOP WITH ROLE PLAY: ORAL PLEADINGS AND CROSS-EXAMINATION

7 Dec. - from 4:30pm to 6:30pm CET

FINAL ASSESSMENT (ASSESSORS TBD)



FIDRA

Florence International Dispute Resolution Academy
c/o Camera di Commercio, Industria e Artigianato di Firenze

info@fidracademy.org | +39 055 26 71 633

www.fidracademy.org

**FIDRA – un progetto della Camera di Commercio di Firenze,
realizzato da PromoFirenze, in collaborazione con FIM**