



**Advocacy in different international fora:
Innovation through cross-fertilization?**

FIAA – CIDS Conference, Geneva, 27 January 2017

Auditorium Ivan Pictet, Maison de la Paix (chemin Eugène-Rigot 2, 1202 Geneva)

09:45-10:30: Registration and welcome coffee

10:30-10:45: Introductory remarks

Delivered by **Gabrielle Kaufmann-Kohler** (CIDS; FIAA) and **David Roney** (Sidley Austin; FIAA)

10:45-11:15: Keynote speech

Speaker: **Christopher Greenwood** (International Court of Justice)

11:15-12:45: First panel: Written advocacy

- Purpose and length of written pleadings
- Different procedures and techniques for the persuasive written presentation of a complex evidentiary record, e.g. use of documentary evidence and fact witnesses statements
- Different procedures and techniques for the persuasive written presentation of legal issues
- Effective use of written responses to tribunal questions, relevance of correspondence with the tribunal

Speakers:

- Focus commercial and investment arbitration: **Lucy Reed** (National University of Singapore)
- Focus ICJ: **Marcelo Kohen** (MIDS; Graduate Institute of International and Development Studies)
- Focus WTO: **Cherise M. Valles** (Advisory Centre on WTO Law)

Moderator: **Isabelle Michou** (Quinn Emanuel Urquhart & Sullivan)

13:00-14:15: Lunch



14:15-15:45: Second panel: Oral advocacy

- Effective use of different kinds of oral submissions – format and stage in the proceeding
- Different procedures and techniques for persuasive oral submissions addressing a complex evidentiary record
- Questioning of witnesses vs oral submissions – use, importance, length, techniques, and style
- Different procedures and techniques for persuasive oral submissions addressing legal issues
- Effective use of oral responses to tribunal questions
- How do practitioners prepare to conduct oral advocacy in each forum?

Speakers:

- Focus commercial and investment arbitration: **Jean Kalicki** (Independent Arbitrator)
- Focus ICJ: **Loretta Malintoppi** (Eversheds)
- Focus WTO: **David Unterhalter** (Monckton Chambers)

Moderator: **Andrew McDougall** (White&Case)

15:45-16:15: Coffe Break

16:15-17:45: Third panel: Use of expert evidence

- Different procedures and techniques for testing the expert evidence
- Role of counsel in preparation of expert reports
- Questioning of experts
- Different procedures and techniques for finding common ground and highlighting differences between experts, e.g., expert conferencing (formal or informal)
- Differences in dealing with party-appointed vs tribunal-appointed experts
- How do practitioners prepare to deal with expert evidence at hearings in each forum?

Speakers:

- Focus commercial and investment arbitration: **Andrea Menaker** (White&Case)
- Focus ICJ: **Samuel Wordsworth** (Essex Court Chambers)
- Focus WTO: **Nicolas J.S. Lockhart** (Sidley Austin)

Moderator: **Zachary Douglas** (CIDS; Matrix Chambers)