

# THE MANAGEMENT OF INTERNATIONAL COMMERCIAL CONTRACTS: AN INSTRUMENT FOR CORPORATE GROWTH

**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. 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 attend only one unit or both, thus attaining the respective certificate, as the case may be.

**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.

**MEANS:** under the present circumstances, classes are held from remote. When the emergency restrictions are over tuition will be offered in presence, while online attendance will also be arranged, especially for overseas participants.

**LANGUAGE AND SKILL REQUIREMENTS:** an adequate level of English knowledge is required, i.e. sufficient to understand basic international contract language and to interact with teachers and classmates both in classes and practical exercises.

## Course on “NEGOTIATION AND DRAFTING OF INTERNATIONAL COMMERCIAL CONTRACTS”

(n. 43 hours + assessment)

Provisional dates: from 23 March to 6 July 2021

### THE NEGOTIATION OF INTERNATIONAL CONTRACTS

INTERCULTURAL ASPECTS IN NEGOTIATION

**23 March 2021, from 10,00am to 12,00am CET**

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

THE NEGOTIATION PHASES

**30 March 2021, from 4:30pm to 6:30pm CET**

**Pietro Balbiano di Colcavagno**, Senior Legal Counsel at GE Avio S.r.l., Turin

INTRODUCTION TO MAIN NEGOTIATION TECHNIQUES, OVERCOMING IMPASSES, ETC.

**1 April 2021, from 4:30pm to 6:30pm CET**

**Corrado Mora**, Civil and Commercial Mediator. CEDR Accredited Mediator. CIArb Accredited Mediator. FCI Arb (Med.). Attorney at Law, Milan

PREPARATION AND THE ROLE OF PARTIES AND COUNSELS

**13 April 2021, from 4:30pm to 6:30pm CET**

**Luigi Capucci**, Lawyer, Capucci Law Firm

APPLICABLE LAW: BETWEEN CONFLICT OF LAW THEORY AND LEX MERCATORIA

**15 April 2021, from 4:00pm to 7:00pm CET**

**Maria Chiara Malaguti**, President at UNIDROIT, Chair of International Law at Università del Sacro Cuore, Milano

THE PRE-CONTRACTUAL PHASE (MANAGEMENT OF PRE-CONTRACTUAL INFORMATION, CONFIDENTIALITY AGREEMENT, LETTERS OF INTENT, ETC.)

**20 April 2021, from 4:30pm to 6:30pm CET**

**Georgia Magno**, General Counsel & VP Turbomachinery & Process Solutions - BakerHughes.

WORKSHOP WITH ROLE PLAY: NEGOTIATION OF AN INTERNATIONAL CONTRACT

**22 April 2021, from 4:30pm to 6:30pm CET**

**Manon Schonewille**, business mediator and trainer at Legal Rebel & Toolkit Company, Rotterdam, The Netherlands

**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)"

## THE DRAFTING AND OVERVIEW OF MAIN TYPES OF CONTRACTS

MAIN INTERNATIONAL INSTRUMENTS FOR THE REGULATION OF SALES OF GOODS AND SERVICES

**4 May 2001, from 4:00pm to 7:00pm CET**

**Marco Torsello**, Partner at ARBLIT, Milan

FUNDAMENTAL STRUCTURE OF INTERNATIONAL CONTRACTS AND KEY CLAUSES.

**6 May 2021, from 4:30pm to 6:30pm CET**

**Pietro Balbiano di Colcavagno**, Senior Legal Counsel at GE Avio S.r.l., Turin

DIFFERENCES BETWEEN CIVIL LAW AND COMMON LAW CONTRACTS

**11 May 2021, from 4:30pm to 6:30pm CET**

**Roberto Calabresi**, Partner at SLCG, Florence

WORKSHOP: EXAMINATION AND CONSTRUCTION OF A CONTRACTUAL TEXT

**13 May 2021, from 4:30pm to 6:30pm CET**

**Maura Alessandri**, Former Adjunct Professor of International Contracts, University of Bologna, Partner at Studio Legale Alessandri, Bologna, Of Counsel at LAVVIT Law Firm - Munich (Germany)

**Kathryn Siebke**, Partner at SLCG Law Firm, Florence

OVERVIEW OF THE MAIN TYPES OF COMMERCIAL CONTRACTS (E.G. SALE, DISTRIBUTION, LICENSING, AGENCY, FRANCHISING, CONSTRUCTION, ETC.).

**18 May 2021 from 4:30pm to 6:30pm CET**

**Roberto Calabresi**, Partner at SLCG, Florence

**Maria Cristina Serturini**, Country Legal Director at Thales Italia S.p.A.

INTRODUCTION TO CONSUMER LAW

**20 May 2021, from 4:30pm to 6:30pm CET**

**Marco Argentini**, PhD Candidate in International Law, University of Bologna;  
Qualified lawyer, Law Society of Bologna

DRAFTING TECHNIQUES: DOS AND DON'TS. DRAFTING OF GENERAL TERMS AND CONDITIONS

**25 May 2021, from 4:30pm to 6:30pm CET**

**Maria Cristina Serturini**, Country Legal Director at Thales Italia S.p.A., Firenze

WORKSHOP: DRAFTING OF A CONTRACTUAL TEXT

**27 May 2021, from 4:30pm to 6:30pm CET**

**Alessandra Bonito Oliva** Senior legal counsel presso Nuovo Pignone S.p.A.

**Michele Capecchi (TBC)**, Managing Partner at Studio Legale Capecchi, Florence

**MID TERM EVALUATION**

**8 JUNE 2021, FROM 4:30PM TO 6:30PM CET**

**FOCUSES**

INTRODUCTION TO INTERNATIONAL TAX LAW ASPECTS RELEVANT TO INTERNATIONAL CONTRACTS

**10 June 2021, from 4:30pm to 6:30pm CET**

**Antonello Lupo**, Partner at Ughi e Nunziante, Rome - Milan

IMPACT OF HUMAN RIGHTS LAW ON THE VALIDITY OF CONTRACTS

**15 June 2021, from 4:30pm to 6:30pm CET**

**Ludovica Chiussi Curzi**, Postdoctoral Fellow in Public International Law at the University of Bologna, School of Law

## DISPUTE RESOLUTION CLAUSES

INTRODUCTION: THE NEGOTIATION OF DISPUTE RESOLUTION CLAUSES

**17 June 2021, from 4:30pm to 7:30pm CET**

**Jacopo Monaci Naldini**, Lawyer admitted to Italian Bar, LL.M. University College of London, FCI Arb, Vice-Chairman CI Arb – European Branch

DRAFTING TECHNIQUES: DOS AND DON'TS. EXAMINATION OF "TOXIC CLAUSES"  
EXAMPLES

**22 June 2021, from 4:30pm to 6:30pm CET**

**Elena Zucconi Galli Fonseca**, Chair of Civil Procedure and Arbitration Law at Bologna University, Lawyer in Bologna

WORKSHOP: NEGOTIATION AND DRAFTING OF A DISPUTE RESOLUTION CLAUSE

**29 June 2021, from 4:30pm to 6:30pm CET**

**Michele Capecchi (TBC)** Managing Partner at Studio Legale Capecchi, Florence  
**Luis Bravo Abolafia**, Partner at Gamero and Bravo Abogados, Madrid

**FINAL ASSESSMENT 6 JULY 2021**

# Course on “PREVENTION AND MANAGEMENT OF INTERNATIONAL COMMERCIAL DISPUTES: MEDIATION AND ARBITRATION”

(n. 43 hours + assessment)

Provisional dates: from 14 SEPTEMBER to 7 DECEMBER 2021

## INTRODUCTION

IDENTIFYING AN INTERNATIONAL COMMERCIAL DISPUTE

**14 September 2021, from 4:30pm to 6:30pm CET**

**Anne-Karin Grill**, Founder and Principal of AKG ADVISORY, Vienna (Austria)

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

**16 September 2021, from 10:00am to 1:00pm CET**

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

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

**21 September 2021, from 4:00pm to 5:30pm CET**

**Elena Zucconi Galli Fonseca**, Chair of Civil Procedure and Arbitration Law at Bologna University, Lawyer in Bologna

ENFORCEABILITY OF ARBITRAL AWARD AND CONFLICTS OF JURISDICTION

**21 September 2021, from 5:30pm to 7:00pm CET**

**Maria Chiara Malaguti**, President at UNIDROIT, Chair of International Law at Università del Sacro Cuore, Milano

## MANAGING INTERNATIONAL MEDIATION

CHOOSING THE MEDIATOR (EVALUATING SKILLS, PERSONAL MEDIATION STYLE, BACKGROUND, NATIONALITY, ETC ...). DRAFTING A 'MEDIATION AGREEMENT'. IMPACT OF THE MEANS ON THE MEDIATION PROCESS (E.G. MEDIATING ONLINE). PREPARING FOR A 'PRE-MEDIATION CALL'. PREPARING FOR MEDIATION MEETINGS. PREPARING CLIENT AND EXPERTS

**23 September 2021, from 4:00pm to 7:00pm**

**Christian Duve**, Lawyer and Professor, Frankfurt/Main, Germany

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

**28 September 2021, from 10:00am to 12:00am CET**

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

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

**30 September 2021, from 5:30pm to 7:30pm CET**

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

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

**7 October 2021, from 4:00pm to 7:00pm CET**

**Christian Duve**, Lawyer and Professor, Frankfurt/Main, Germany

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

**12 October 2021, from 10:00am to 1:00pm CET**

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

#### WORKSHOP: ROLE PLAY OF A MEDIATION MEETING

**14 October 2021, from 4:00pm to 7:00pm CET**

**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)"

#### MID-TERM EVALUATION

**19 October 2021, from 4:00pm to 7:00pm CET**

#### MANAGING INTERNATIONAL COMMERCIAL ARBITRATION

THE ARBITRATOR/S. DECLARATIONS OF IMPARTIALITY AND INDEPENDENCE, CONFLICTS OF INTEREST, DISCLOSURES

**21 October 2021, from 4:00pm to 7:00pm CET**

**Catherine Kessedjian**, Professor Emerita at University Panthéon-Assas Paris II

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

**26 October 2021, from 4:00pm to 7:00pm CET**

**Luigi Cascone**, Partner at Ughi e Nunziante Law Firm, Milan

THE "THIRD-PARTY FUNDING AGREEMENT"

**28 October 2021, 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

DRAFTING THE NOTICE OF ARBITRATION

**2 November 2021, from 4:30pm to 6:30pm CET**

**Kathryn Siebke**, Partner at SLCG Law Firm, Florence

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

**4 November 2021, from 4:30pm to 6:30pm CET**

**Niccolò Landi**, Founder, Studio Legale Landi in association with BeecheyArbitration



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

**9 November 2021, from 4:30pm to 6:30pm CET**

**Roberto Calabresi**, Partner at SLCG Law Firm, Florence

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

**11 November 2021, from 4:30pm to 6:30pm CET**

**Luis Bravo Abolafia**, Partner at Gamero&Bravo Abogados, Madrid

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

**16 November 2021, from 4:30pm to 6:30pm CET**

**Massimo Benedettelli**, Professor, Lawyer, Partner at ARBLIT, Milan

WORKSHOP WITH ROLE PLAY: ORAL PLEADINGS AND CROSS-EXAMINATION

**18 November 2021, from 4:30pm to 6:30pm CET**

**Andrea Carlevaris**, BonelliErede, Partner; Associazione italiana per l'arbitrato, President

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

**Georgia Magno**, General Counsel & VP Turbomachinery & Process Solutions - BakerHughes.

**FINAL ASSESSMENT**

**7 DECEMBER 2021, FROM 4:30PM TO 6:30PM CET**



## CREDITI FORMATIVI E MODALITÀ DI ACCREDITAMENTO



E' stata proposta alla Commissione per l'accREDITamento delle attività formative dell'Ordine di Firenze l'attribuzione di n. 20 CF non obbligatori per ogni singolo modulo, così come previsto dalla delibera adottata in data 20/04/2020 dal CNF n. 193 sulla "Formazione Continua"

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### PER INFO SU COSTI E MODALITÀ DI ISCRIZIONE

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