

# Advanced course

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## Prevention and Management of International Commercial Disputes: Mediation and Arbitration

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**FIDRA**

Florence  
International  
Dispute  
Resolution  
Academy



## Fidra 2021 | Iniziative, corsi e seminari

FIDRA nasce dall'esperienza della Camera di Commercio di Firenze nella gestione dell'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.

Avvalendosi 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 > 2 dicembre 2021

 <b>Durata</b> 43 ore	 <b>Lingua</b> Inglese	 <b>Modalità</b> Online	 <b>Costo</b> €920 + iva*	 <b>Posti disponibili</b> Max 20
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RICHIEDI IL [MODULO DI ADESIONE](#)  
PER INFORMAZIONI SCRIVERE A [info@fidracademy.org](mailto:info@fidracademy.org)

(\*) Per le aziende iscritte al registro delle imprese di Firenze si prevede un costo di iscrizione scontato, pari a € 460,00 + iva.

Per gli iscritti all'Albo degli Avvocati di Firenze è previsto un costo di iscrizione scontato, pari a € 800,00 + iva.

Crediti formativi. È stata approvata dalla Commissione per l'accreditamento delle attività formative dell'Ordine di Firenze l'attribuzione di n. 20 CF non obbligatori per i partecipanti al corso (al raggiungimento dell'80% delle presenze), 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

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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

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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

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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

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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

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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

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

**Michelangelo Cicogna**

TBC, 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

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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

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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. CI Arb Accredited Mediator. FCI Arb (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**

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

**MID-TERM ASSESSMENT**

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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**

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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**

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

**Jacopo Monaci Naldini**

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

**THE "THIRD-PARTY FUNDER AGREEMENT"**

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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**

TBC, Founder, Studio Legale Landi in association with Beechey Arbitration

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

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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**

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

**Luis Bravo Abolafia**

TBC, Partner at Gamero&Bravo Abogados, Madrid

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

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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)**

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

**Claudia T. Salomon** Partner at Latham & Watkins, New York (sessione di Maggio)

**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**

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2 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

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[www.fidracademy.org](http://www.fidracademy.org)

FIDRA - un progetto della Camera di Commercio di Firenze,  
realizzato da PromoFirenze, in collaborazione con FIMC