

Take the Witness: Cross-Examination in International Arbitration

JURIS Conferences LLC



September 6, 2019 | Hamburg, Germany

Join us in Hamburg for the latest installment of *Take the Witness: Cross-Examination in International Arbitration*, a series of seminars hosted by Lawrence W. Newman.

This conference, co-chaired by Mr. Newman and Timothy G. Nelson, will bring together a group of some of the best-known and experienced practitioners in the field of international arbitration, both advocates and arbitrators, to discuss and then demonstrate how to cross-examine witnesses in an international arbitration.

The program, which will include an introduction to the basics of cross-examination and further tips, plus sessions of simulated cross-examinations (featuring mock counsel, witnesses, experts, and even a *faux* tribunal), will demonstrate that not all international arbitrations – and not all witnesses – are the same. The program’s format is intended to be interactive and engaging, allowing for discussion and participation.

Guidelines, tactics, techniques, ideas, and advice to be followed or at least considered in conducting cross-examination will be discussed, analyzed, and demonstrated. Topics covered will include:

- Fundamentals of cross-examination.
- Cross-examination before international tribunals.
- Experienced international arbitrators’ views of the effectiveness of cross-examination.
- Dealing with “impeachment” issues (faulty memory, bias, contradictory testimony).
- Cross-examination before civil law arbitrators.
- The differences between cross-examining fact witnesses and expert witnesses.
- Handling written witness statements and effectively cross-examining on them.
- How to influence and persuade arbitrators – *what works, what doesn’t*.
- Using documents effectively.

For the newer entrant into international arbitration, the conference will be a source of learning. For the experienced, it will serve as a refresher of advocacy skills. Participants will benefit from better understanding and appreciating the nuances and process of successful cross-examination in international arbitration; regardless of prior experience, they will be rendered more effective cross-examiners.

The conference follows the launch of the 2019 Second Edition of *Take the Witness: Cross-Examination in International Arbitration*. All conference attendees will receive a free copy of the new edition of this work, which was first published in 2010 and has been widely praised. *Take the Witness: Cross-Examination in International Arbitration* features insights from leading practitioners across the world. It has provided a framework for numerous past interactive seminars on cross-examination, and we are excited to present this latest seminar in Hamburg, Germany.

Faculty

Lawrence W. Newman (Baker McKenzie)
Timothy G. Nelson (Skadden, Arps, Slate, Meagher & Flom)
Jonathan I. Blackman (Cleary Gottlieb Steen & Hamilton)
Ruth Byrne (King & Spalding)
Sabine Konrad (McDermott Will & Emery)
Stefan Kröll (Bucerius Law School)
Rory O. Millson (Cravath, Swaine & Moore)
Anke Sessler (Skadden, Arps, Slate, Meagher & Flom)
Angeline Welsh (Matrix Chambers)

Venue

Handelskammer Hamburg (Chamber of Commerce)
Adolphsplatz 1, 20457 Hamburg, Germany

Registration

Please register online at www.jurisconferences.com or complete the attached registration form and e-mail your registration information to events@jurisconferences.com.

For more information, visit JURIS Conferences [online](http://www.jurisconferences.com).

Sponsors



CROSS-EXAMINATION IN INTERNATIONAL ARBITRATION • Hamburg • 6 September 2019

REGISTRATION FORM

Send to: **Juris Conferences, LLC** Attention: Events, 52 Elm Street, Suite 7, Huntington, NY 11743 USA Fax No: 1.631.673-9117
or Email your registration form to events@jurisconferences.com. Registrations are confirmed by email after payment has been processed.

REGISTRATION INFORMATION: (please print clearly or type) **DATE:** _____

Family name: _____ First name: Mr./Ms./Dr. _____

Position: _____

Company, firm or employer: _____

Postal address: _____

Postal code: _____ Country: _____

Telephone: _____ Fax: _____

Your Email address: _____

METHOD OF PAYMENT:

Credit Card: Please charge my: _____ MasterCard _____ Visa _____ American Express

DISCOUNT CODE: (WHEN APPLICABLE)

Account #: _____ Exp Date: _____ cvc (security) code: _____

Name on card: _____ Signature: _____

Check/Money Order: ALL Checks/Money Orders **MUST** be in U.S. dollars drawn on a U.S. bank.

Bank Wire Transfer: To make payment by bank wire transfer please contact us at events@jurisconferences.com for complete wire transfer information.

❖ **Be Advised:** You must add a **\$50.00 USD** processing fee to your wire transfer payment.

❖ Attendees are responsible for paying their own banks' costs associated with their wire transfer, and must transmit the **full registration fee** to **Juris Conferences LLC**. Please reference **Juris-Cross-Exam-Hamburg 2019**, your name and firm name in the wire transfer information.

An invoice will be sent when your wire transfer is completed.

CONTINUING LEGAL EDUCATION CREDIT:

Earn 7 hours NYS CLE credit hours (transitional and non-transitional) in the Areas of Professional Practice. (see our website www.jurisconferences.com for full information)

Check if you are interested in **New York State CLE Credit**

Check if you want to receive a **General Certificate of Attendance**

CANCELLATIONS: 50% of the Symposium fee will be refunded for any cancellation received in writing by Juris Conferences LLC prior to **Friday, 23 August 2019**. No refund can be made for cancellations received after this date. You are welcome to send a substitute at any time. Please notify us if you plan to send a substitute since updated registration materials will be required.

HAMBURG CONFERENCE LOCATION:

Hamburg Chamber of Commerce, Adolphsplatz 1, 20457 Hamburg, Germany

Tel: +49 40 36138-138

Web: www.hk24.de/en

FEE INCLUDES PUBLICATION OF TAKE THE WITNESS:

Take the Witness: Cross-Examination in International Arbitration - Second Edition continues its tradition of being the leading work on the topic, featuring nearly 30 outstanding figures in the field. This volume is the go to reference for the arbitration practitioner who needs to master the art of cross-examination in the international arena. In this concise volume international arbitrators and world-class attorneys present proven techniques for the effective cross-examination of laypersons, adverse witnesses, scientific experts, legal experts and others anywhere in the world. *Take the Witness* is a collection of do's, don'ts, and real-life examples that thread the fine needle of cross-examination before a panel of international arbitrators — many of whom are unfamiliar with, and perhaps even skeptical of, this common-law tradition.

EARLY BIRD SPECIAL-

REGISTER **WITH PAYMENT BY**

9 AUGUST 2019

AND PAY A REDUCED RATE:

\$595.00 USD

\$375.00 USD ONLY available to Full-Time Academics, Government Employees, and Full-Time In-House Corporate Counsel.

FEE:

\$750.00 USD

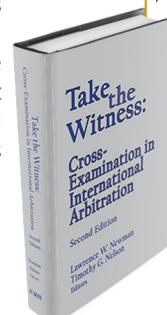
\$475.00 USD ONLY available to Full-Time Academics, Government Employees, and Full-Time In-House Corporate Counsel.

Special Student Rate:

For **Full-Time students** with current ID only, contact Juris Conferences at events@jurisconferences.com for current rate.

Our **Financial Aid**, policy is available at www.jurisconferences.com

Fee includes: Written course materials includes a copy of the new 2019 *Take the Witness: Cross-Examination in International Arbitration, 2nd Edition* (Lawrence W. Newman & Timothy Nelson, editors, a **\$150.00 value**), refreshments at breaks, luncheon and a drinks reception following the program. The fee **does not** include accommodations.



www.jurisconferences.com