

PART 1:
Getting match-fit for cross-examination
Online: 23 and 25 October 2023

PART 2:
The Match
Online: 6 November 2023
In person: Milan, 11 November 2023

PART 1: Getting match-fit for cross-examination

TRAINING SESSION 1: online

Monday 23 October 2023 18.00-20.00 CET

Welcome and introduction Martina Lucenti, ASLA, Portolano Cavallo
Michelangelo Cicogna, ArbIt, De Berti Jacchia
Richard Samuel, IAA, Barrister at Bonelli Erede

Two trainers and all trainees in one group

- Talk on cross-examination of witnesses
- (the principles and techniques of witness examination)
- Demonstration of good and bad cross-examination of witnesses
- Q&A session

TRAINING SESSION 2: online

Wednesday 25 October 2023 18.00-20.00 CET

One trainer per group of up to 18 trainees

- Trainees cross-examine the ugly sisters on charges of attempting to defraud the prince by pretending that Cinderella's silver slipper was theirs the morning after the ball

Description of Part 1: online training sessions

This course is aimed at:

- providing a grounding in the concepts underpinning cross-examination and the common-law approach to dispute resolution which is its home
- describing the common-law dispute-resolution systems and the role cross-examination plays in them
- explaining the rules of direct and re-direct examination and of cross-examination
- giving guidance about how to ask effective questions in direct, re-direct and cross-examination

Registration fees for Part 1

Free of charge for ASLA and ArbIt members

€200 for non-ASLA and non-ArbIt members

Unlimited registrations: www.internationaladvocacy.org/registration

PART 2: The Match

For those who already feel ready to play the game ...

SESSION 1: online warm up

Monday 6 November 2023

18.00-20.00 CET

The trainees split into two groups: Claimants and Respondents

One or two trainers per group of up to 18 trainees

- Case analysis workshop
(trainers help trainees develop lines of cross-examination of witnesses in the mock case of *Bohemia v Orange*, distributed to trainees on 30 October)

SESSION 2: The Match

In person, Milan

Saturday 11 November 2023

10.00-17.00 CET

One or two trainers to a group of six trainees (i.e. three Claimant and three Respondent)

- Trainees cross-examine witnesses in the mock *Bohemia v Orange* case
- Trainers review their cross-examination in the group
(methodology: headnote, playback, reason, remedy, demonstration, replay)
- Individual trainers and individual trainees hold private reviews of a video of their cross-examination

Description of Part 2: The Match

This course provides for:

- online workshops to help trainees prepare to ask effective questions of witnesses in direct, re-direct and cross-examination on a mock case
- in-person opportunities for trainees to ask questions of witnesses in direct and cross-examination
- in-person feedback on trainees' examination of witnesses in their groups
- private, in-person feedback on a video-recording of their cross-examination

Registration for Part 2

€400 for ASLA and ArbIt members

€600 for non-ASLA and non-ArbIt members

Venue: BonelliErede, via Andegari 4/a 20121 Milan, Italy

Registration at the venue opens at 09.30 CET

Registrations are limited; registrants may be placed on a waiting list:

www.internationaladvocacy.org/registration

Trainers may include

Ray Cox KC, Fountain Court Chambers, London

Andrew Hochhauser KC, Essex Court Chambers, London

Robert-Jan Temmink KC, Quadrant Chambers, London

Colin Edelman KC, Devereux Chambers, London

Richard Samuel, Barrister at BonelliErede, London

Working language

The training will be conducted in English without translation.

Cancellation

In case of cancellation of the event by IAA, trainees will be offered a full refund. As a result of the costs of international travel, cancellations by trainees are refundable only in the absolute discretion of IAA. In case of any refund, all bank transfer costs will be borne by the trainee.