

International arbitration advocacy programme (IAAP)

Synopsis

This programme brings training direct to the front-line of the workplace. Working in small teams over 6 months, delegates navigate their way from first instructions right through to the final hearing of an international arbitration. Along the way, the “Claimant” and “Respondent” teams advise their clients and decide on their strategy and tactics. They prepare key documents, apply to the arbitrator for directions, and appear at the final “hearing”.

Delegates develop a range of key skills as the programme progresses – persuasive writing, technical drafting, persuasive argument, case-management. At each stage their work is supported by short training and feedback sessions which capture and embed the key learning points.

The programme has been developed and piloted with the International Arbitration team at a leading law firm and aims to accelerate the professional skills development of their busy lawyers. Those participating record their time and know that every decision, every action and every omission has a consequence, just like real life. This programme is exciting, competitive and very effective.

Outcomes

- More persuasive writing skills
- Better technical drafting skills
- More effective case analysis skills
- Effective in preparing and presenting arguments
- Consistent and professional approach to opponents and arbitrators
- More confident advocacy (telephone applications and face-to-face)
- Managing time and deadlines and better case management skills

Duration

Several short training sessions over approximately 6 months

Format

Individual work, teamwork, practical case-work, workshops and feedback

Delegates

Junior lawyers specialising in International Arbitration

Content

- Draft Letter Before Action
- Draft a Reply to Letter Before Action
- Taking instructions
- Making decisions on strategy and tactics
- Telephone direction hearings
- Draft Memorial
- Draft Reply to Memorial
- Draft pre-hearing brief
- Final Arbitration hearing: openings, questions and tribunal decision