



4<sup>th</sup> ICC International Mediation Conference | Paris, 7 February 2013

# STAY IN CONTROL!

Managing risks, time and costs of commercial disputes with smart ADR

**Date** 7 February 2013

**Venue** ICC Headquarters  
38, Cours Albert 1er  
75008 Paris, France

**EARN**  
7.5 CLE credits  
6.5 MCLE credits  
6.5 CPD hours\*  
6.5 CNB hours\*

## About the Conference

The current economic climate makes it more necessary than ever for companies to keep control over their finances and resources. Commercial disputes have a tendency to consume large parts of those resources. This Conference will examine how alternative and amicable dispute resolution (ADR) mechanisms can provide companies with greater control over the ever increasing costs and risks of dispute resolution processes. It aims to provide practical advice and tested tools for improving dispute management through the efficient use of mediation.

## Topics include

- Dispute analysis and selecting the best-fitting settlement procedure for the dispute
- Financial reasons for implementing ADR and mediation as part of a company strategy towards controlled dispute management
- How companies need to prepare for the future of commercial dispute resolution
- Exchange of know-how on how best to implement and execute ADR mechanisms within corporations, including a mind map for in-house use
- Case examples of how and when companies should involve external counsel

## Conference format

The Conference will include presentations by speakers as well as roundtable discussions, interactive group exercises and direct exchanges with all participants.

All presentations will be followed by debriefing sessions in which a rapporteur shall summarize the main points of the presentation. This summary will be visualized on a "mind map" which will further develop with the participants' input throughout the day. This mind map will be a take home document and tool that participants can use to implement what they have gained from the Conference.

## Audience

This Conference will be of particular interest to in-house counsel and representatives of corporate management. Lawyers in law firms are also invited to attend, but places for external counsel are limited.

## Language

English

“ **Great conference – the annual ICC Mediation Conference is as innovative in its presentation as it is in its subject matter. This is one of the few conferences where corporate counsel can converse with corporate counsel on matters that concern them regarding conflict management and dispute resolution. A truly original and worthwhile event.** ”

Ute Joas A Quinn, Associate General Counsel, Exploration & Production  
Europe, Middle East, CIS, North Africa, Hess Services UK Ltd



International Chamber of Commerce

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\* approval for these credits has been requested



# PROGRAMME AND SPEAKERS

**8:15 – 9:00** Registration

**9:00 – 9:15**

## Words of welcome and introduction

- **Andrea Carlevaris**, Director, ICC International Centre for ADR, Secretary General, ICC International Court of Arbitration, France
- **Christopher Newmark**, Mediator, Arbitrator and Counsel, Spenser Underhill Newmark LLP, UK
- **Hannah Tümpel**, Manager, ICC International Centre for ADR, France

**9:15 – 10:00**

## The Medici Effect of Mediation: How in-house counsel can directly increase their company's shareholder value

Experienced former in-house counsel discusses the paradigm shifts that companies need to take towards conflict management in order to increase their companies' price-earnings ratio.

- **Michael Leathes**, Director, International Mediation Institute; formerly General Counsel, Pfizer International and International Distillers & Vintners, and Head of IP, BAT, The Netherlands

**10:15 – 10:30**

## Debriefing & development of Conference mind map

**10:30 – 10:45** Coffee break

**10:45 – 11:30**

## Maintaining control through early dispute analysis and selection of procedure

In-depth analysis describing the information and strategies to conduct effective early dispute analysis, prevent conflict escalation and select the most efficient dispute resolution procedure.

- **Dr. Alexander Steinbrecher**, Legal Counsel, Contracts & Legal Affairs, Bombardier, Germany

**11:30 – 12:15**

## Early dispute analysis group exercise

**12:15 – 12:30**

## Debriefing & further development of Conference mind map

**12:30 – 13:45** Lunch

**14:00 – 14:30**

## Beyond theory: the economics that support smart ADR

Two companies discuss the tangible economic savings of an in-house dispute-wise conflict management system.

- **Christine Guerrier**, VP Disputes Resolution & Litigation, Thales, France
- **Iain Jacobs**, Head of Contract Practice Group, Legal Department, ABB, Switzerland

**14:30 – 14:45**

## Debriefing & further development of Conference mind map

**14:45 – 15:45**

## Taking control: an inter-company exchange of know-how on how to efficiently use mediation for B2B conflicts

Companies with different approaches to the use of mediation for B2B conflicts exchange views on how to overcome internal hurdles to implementing a mediation-based methodology, how to convince counterparties to participate in settlement proceedings and how to obtain the desired outcome.

- **Toe Su Aung**, General Counsel, Anti-Illicit Trade, British American Tobacco, UK\*
- **Christine Guerrier**, VP Disputes Resolution & Litigation, Thales, France
- **Isabelle Hautot**, General Counsel, International expertise & Conflicts resolution, Orange Group, France
- **Iain Jacobs**, Head of Contract Practice Group, Legal Department, ABB, Switzerland
- **Dr. Jürgen Klowitz**, Head of Legal, E.ON Generation, Germany
- **Dr. Alexander Steinbrecher**, Legal Counsel, Contracts & Legal Affairs, Bombardier, Germany

**15:45 – 16:00**

## Debriefing & further development of Conference mind map

**16:00 – 16:15** Coffee break

**16:15 – 17:00**

## Controlling the choice and involvement of outside counsel

An exchange between in-house counsel and external counsel on past mediations: When were external counsel consulted/brought into the process? What criteria did in-house counsel use to decide on the choice of external counsel? What was the added value of involving outside counsel in the process? How can in-house counsel control external counsel's role in the process and the associated time & costs?

- **Jane Player**, Partner, Dispute Resolution, King & Spalding International LLP, UK
- **Wolf von Kumberg**, European Legal Director, Assistant General Counsel, Northrop Grumman, UK
- **In-house counsel**, international insurance company and **external counsel**\*

**17:00 – 17:15**

## Debriefing & further development of Conference mind map

**17:15 – 17:30** Closing Remarks

**17:30 – 19:30** Cocktail Reception

*\*invited speakers*



# LOGISTICAL NOTES

**Date** 7 February 2013

**Venue** International Chamber of Commerce, 38 Cours Albert 1er, 75008 Paris, France

**Registration fees** (excluding VAT 19.6%)

The registration fee includes all conference documentation, coffee breaks, lunch and cocktail reception. Travel and hotel expenses are not included.

**Early Bird Special until 06 January 2013**

- |   |             |
|---|-------------|
| <input type="checkbox"/> Regular Registration Fee   | <b>€600</b> |
| <input type="checkbox"/> ICC Members & Sponsors Fee | <b>€550</b> |
| <input type="checkbox"/> Corporate Attendees Fee*   | <b>€470</b> |

**After 06 January 2013**

- |  |             |
|--|-------------|
| <input type="checkbox"/> Regular Registration Fee        | <b>€750</b> |
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| <input type="checkbox"/> Corporate Attendees Fee*        | <b>€620</b> |
| <input type="checkbox"/> ICC Mediation Competition Fee** | <b>€450</b> |

*Please note: As of 2011, pursuant to Article 53 of the European Directive 2006-112CE., ICC Services must add VAT to its prices. Please note that you can request a refund of the VAT through your local tax administration (if you are not a member of the EU, you must obtain a French tax representative in order to receive the VAT refund).*

\* Corporate attendees include representatives such as managers and in-house counsel of companies other than those dedicated to dispute resolution services. To register as a corporate attendee, please indicate your company name and position.

\*\*For students, volunteers and professionals participating in the 8th ICC International Commercial Mediation Competition. Limited number of places available which will be given on a first-come first-served basis.

## How to register

**Easier and faster, register online** (secured payment by credit card) at [www.iccevents.org](http://www.iccevents.org)

Or return the registration form indicating method of payment to:

**E-mail** [events@iccwbo.org](mailto:events@iccwbo.org)    **Tel** +33 1 49 53 28 67    **Fax** +33 1 49 53 30 30  
**Post** ICC Services, Training and Conferences, 38, Cours Albert 1er, 75008 Paris, France

Registration will be confirmed upon receipt of the registration form and registration fees.

## Cancellation of registration

50% of the registration fee will be refunded if notice of cancellation is received in writing before 6 January 2013. Cancellations after this date are not refundable. Subject to agreement from ICC Training and Conferences prior to the event, the registration may be transferred at no extra charge to another person from the same company or organization as the original participant. Updated registration material will be required.

Please note that we reserve the right to cancel this event or to make minor alterations to the content and timing of the programme or to the identity of the speakers. In the unlikely event of cancellation, delegates will be offered a full refund. We will not, however, be held responsible for any related expense incurred by the participant.

## Travel arrangements and visas

Participants are responsible for making their own travel arrangements and hotel reservations. A list of hotels in Paris, with which ICC has negotiated preferential room rates, will be sent to you upon receipt of the registration form. We are able to dispatch visa invitation letters to support your visa application only after receipt of your registration form and full payment of your registration fees.

## Promotional literature

Please note that no individual or organization may display or distribute publicity material or other printed matter during the conference, unless by prior arrangement with ICC. Organizations and companies wishing to discuss promotional opportunities should contact ICC at [adr@iccwbo.org](mailto:adr@iccwbo.org) or by telephone at +33 (0)1 49 53 30 52.

## Accreditation information

ICC Training and Conferences is eligible for CLE credit under **New York's** approved jurisdiction procedures, is a State Bar of **California** approved MCLE provider and is a Solicitors Regulation Authority and General Council of the Bar of **England and Wales** External CPD Course Provider. **French Bars:** This conference has been sent for CNB approval.

## Sponsorship opportunities

Law firms that choose to become sponsors for the conference are given many opportunities to profile their business. They receive maximum exposure during the event. If your company is interested in sponsoring this event, please contact Calliope M. Sudborough by e-mail at [cs@iccwbo.org](mailto:cs@iccwbo.org), by telephone at +33 (0)1 49 53 30 52 or by fax at +33 (0)1 49 53 30 49.



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Paris, 7 February 2013

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## REGISTRATION FORM S 1326

Register online\*  
**www.iccevents.org**  
 \*Secured payment by credit card

or complete and return to  
**events@iccwbo.org**  
**Fax: +33 (0)1 49 53 30 30**

**Date** Thursday 7 February 2013  
**Venue** International Chamber of Commerce  
 38, Cours Albert 1er  
 75008 Paris, France

**Participant information**  
 (Please print or type)

Title (Mr/Dr/Mrs/etc.) \_\_\_\_\_  
 Family name \_\_\_\_\_ First/given name \_\_\_\_\_  
 Position \_\_\_\_\_  
 Company \_\_\_\_\_  
 Address \_\_\_\_\_  
 City/state \_\_\_\_\_ CEP/postal code \_\_\_\_\_  
 Country \_\_\_\_\_ E-mail \_\_\_\_\_  
 Tel ( \_\_\_\_\_ ) \_\_\_\_\_ Fax ( \_\_\_\_\_ ) \_\_\_\_\_

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<input type="checkbox"/> ICC Members & Sponsors Fee	<b>€550</b>	<input type="checkbox"/> ICC Members & Sponsors Fee <b>€700</b>
<input type="checkbox"/> Corporate Attendees Fee*	<b>€470</b>	<input type="checkbox"/> Corporate Attendees Fee* <b>€620</b>
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Special code (NC, etc.)

**Method of payment**

**By credit card:**  American Express  Euro/MasterCard  Visa  
 Card number \_\_\_\_\_ Expiry date \_\_\_\_\_  
 Name of cardholder \_\_\_\_\_

**By bank transfer: LCL**  
 Beneficiary: ICC Services Account No. 0000060021B Clé RIB 64 Bank Code 30002 Branch Code 04866  
 Swift: CRLYFRPP IBAN: FR61 3000 2048 6600 0006 0021 B64

**Please indicate the reference "S 1326" and the name of the participant.**

Please note that transfer fees charged by the bank must be covered by the participants themselves.

Date \_\_\_\_\_ Signature \_\_\_\_\_

**Data protection information**

The details you provide on this form will be used for registration purposes. They will be stored in ICC's databases for the sole use of ICC (the International Chamber of Commerce and its wholly-owned affiliate ICC Services). Under the French law 'informatique et libertés' of 6 January 1978, you may have access to these details and request deletions and corrections at any time by contacting ICC at [registrationevents@iccwbo.org](mailto:registrationevents@iccwbo.org). The details you provide may be used by ICC to keep you informed of developments in your area of activity through publications, subscriptions, events and other commercial offers. Please indicate if you wish to receive such information:

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