



International Chamber of Commerce

The world business organization



Turkey

## ICC Events

### PIDA Seminar

# INTERNATIONAL CONTRACTS

## *Study of a mock case*

### Negotiating, Drafting, Dispute Resolution, Different Cultural and Legal Approaches

#### Dates

**Monday 10 April – Wednesday 12 April 2006**

#### Venue

**Chamber of Commerce and Industry of Istanbul**

Şeyh Mehmet Geylani Mah. Yalı Köşkü Sok. Reşadiye Cad. Sirkeci/İstanbul, Turkey

The success of international business depends on the quality of contracts signed. Too often, if the relationship between parties happens to deteriorate, loopholes in the contract make the situation worse; had the contract been drafted better the relationship could have been preserved. Negotiating and drafting a contract are skills and techniques that need to be learned, as well as managing the “post-contract” and dealing with different kinds of conflict resolution.

#### Subject

Planned to meet the practical needs of those involved in international trade, this seminar focuses on the study of a mock case reflecting the reality and practice of international business. Working in small groups in an interactive and multicultural environment, participants from all over the world simulate the negotiation, drafting, and management of an international contract. Through the mock case, **this seminar will focus on the main problems that arise in international contracts and particular attention will be given to avoiding disputes**. This is a unique opportunity for anyone involved in international business today.

#### Speakers

The panel of speakers that has been brought together for this seminar is composed of international experts who have great experience, both practical and academic, in international contracts.

#### Participants

- Business people and corporate counsel from companies involved in international trade;
- Practising lawyers;
- Legal practitioners advising international trading companies.

#### International Chamber of Commerce

38, Cours Albert 1er, 75008 Paris, France

Telephone +33 1 49 53 28 91 Faxes + 33 1 49 53 30 30

Website [www.iccwbo.org/events](http://www.iccwbo.org/events) E-mail [events@iccwbo.org](mailto:events@iccwbo.org)

# Programme

9.30 a.m. to 5.00 p.m.

Dates

**Monday 10 April – Wednesday 12 April 2006**

Venue

**Chamber of Commerce and Industry of Istanbul**

Şeyh Mehmet Geylani Mah. Yalı Köşkü Sok. Reşadiye Cad. Sirkeci/İstanbul, Turkey

09.00 - 09.30

**Registration**

## Monday – Introduction and negotiation

Morning

- Welcome addresses
- Introduction and presentation of ICC
- Applicable law – Lex Mercatoria and UNIDROIT Principles
- Civil Law v. Common Law
- Aspects of antitrust law

Afternoon

- ICC Model Contracts
- Strategies and techniques of negotiation
- Working groups on negotiations
- Report on the work done by the groups and debate

## Tuesday – Drafting

Morning

- Essential and accessory clauses
- Force Majeure and Hardship clauses
- Drafting techniques

Afternoon

- Working groups on drafting essential clauses negotiated the previous day
- Report on the work done by the groups and debate

## Wednesday – Prevention and methods of dispute resolution

Morning

- Why and what to do when contracts go wrong ? The grounds of failure
- Renegotiation strategies
- Dispute Boards in construction contracts
- Dispute resolution: ADR State Tribunals, arbitration or combinaison of the “med-arb”?
- ICC arbitration

Afternoon

- Working groups on the conflict resolution clause
- Report on the work done by the groups and debate
- Conclusions

**End of seminar**

## Key discussion leaders

### Chairman of the Seminar

■ **Serge Lazareff**

Avocat à la Cour, France; Chairman, ICC Institute of World Business Law

### Chairman of the Executive Committee, ICC Turkey

■ **A. Rona Yircali**

Chairman, Yircali Group of Companies, Foreign Relations Board and Balikesir Chamber of Industry, Turkey; Chairman, World Chambers Federation (WCF)

### Director, ICC Institute of World Business Law / ICC Events

■ **Laetitia de Montalivet**

### Speakers

■ **Antonio Crivellaro**

Partner, Bonelli Orede Pappalardo – Milan Office; Professor of International Trade Law, Italy; Council Member, ICC Institute of World Business Law

■ **Cahit Davran**

Attorney at Law; Member of the Istanbul Bar Association, Turkey

■ **Ercüment Erdem**

Member of the Izmir Bar; Erdem & Erdem; Professor of Law, Turkey; Council Member, ICC Institute of World Business Law; Member, ICC Commission on Commercial Law and Practice (CLP)

■ **Kristine Karsten**

Partner, Eversheds Frere Cholmeley, France; Council Member, ICC Institute of World Business Law

■ **Alexis Mourre**

Member of the Paris Bar, France; Council Member, ICC Institute of World Business Law

■ **Ergun Özsunay**

Professor of Civil and Comparative Law; Vice President of the International Association of Legal Science; Member of the Academy of Comparative Law; Collaborator Member of UNIDROIT; Member, ICC Commission on Competition, Turkey



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## Logistical note

### Working language and methods

The seminar will be held **in English without simultaneous translation**. The number of participants is limited to 40 in order to encourage active participation. The mock case will be sent to participants before the seminar so that they can read the facts and prepare for working in groups and identify the contractual clauses which cover the events mentioned in the facts. Places will be allocated on a first come first served basis.

### Admission requirements for candidates

To be admitted, candidates should have:

- Competence in the seminar's working language (*English*)
- Some experience in negotiating and managing international contracts.

### Certificate

All participants are expected to be present for every session. A Certificate of Attendance will be awarded to those who have participated in every session of the seminar.

### How to register

Complete and return the registration form accompanied by a one-page curriculum vitae to:

|                        |   |              |                                  |
|------------------------|---|--------------|----------------------------------|
| <b>E-mail:</b>         | icc-tr@tobb.org.tr  | <b>Post:</b> | ICC Turkey                       |
| <b>Fax:</b>            | +90 312 4171483   |              | Atatürk Bulvarı No:149           |
| <b>Tel:</b>            | +90 312 4193459-60  |              | 06640 Bakanlıklar/ANKARA, Turkey |
| <b>Contact person:</b> | Aylin Esendal<br><a href="mailto:aylin@tobb.org.tr">aylin@tobb.org.tr</a> |              |                                  |

**Registration will be confirmed upon receipt of the registration form and contribution to costs.**

### Contribution to costs

**ICC members: 400 EUR**  
**Non-members: 500 EUR**

The contribution to costs includes working papers, participation in working sessions, lunches and refreshments served during breaks, the dinner on Monday. Travel and hotel expenses are not included.

### Travel arrangements

Participants are responsible for making their own travel arrangements and hotel reservations. A list of hotels is available upon request.

### Visas

Entry into Turkey requires a valid passport. Visas are generally requested. We strongly recommend that you consult the Turkish Embassy or Consulate in your country for specific information concerning visa requirements.

### Cancellations

50% of the contribution to costs will be refunded if notice of cancellation is received in writing by ICC Turkey **before 30 March 2006**. Cancellations after this date are not refundable. However, the registration may be transferred to another person from the same company or organization at no extra charge, subject to agreement from ICC Turkey prior to the seminar.

# Registration form

**S 0627**

Please complete and return to:

**ICC Turkey**

**Fax:** +90 312 4171483

**E-mail:** [icc-tr@tobb.org.tr](mailto:icc-tr@tobb.org.tr)

Dates

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**PIDA Seminar**

Subject

**INTERNATIONAL CONTRACTS:** *Study of a mock case*

Negotiating, Drafting, Dispute Resolution, Different Cultural and Legal Approaches

Participant information

Title (Mr/Dr/Mrs/etc.) .....

Family name ..... First/given name .....

Position .....

Company .....

Address .....

City/state ..... Zip/postal code .....

Country ..... E-mail .....

Tel. (.....) ..... Fax (.....) .....

*(Please tick the appropriate box)*

**400 Euros** for ICC members

**500 Euros** for non-members

Contribution to costs

Method of payment

Please transfer the registration fee to ICC Turkey at: **İŞ BANKASI**

Akay branch code: 4201

Account Number: 363557

Swift code: **ISBKTRISXXX**

**Important:** Do not forget to state your name on the bank transfer form. Payment must be credited to ICC Turkey's account no later than the day before the start of the seminar.

**Should you need an invoice, please tick box**

Date ..... Signature .....

*The information you provide on this form will be used to compile the participants list for this event. By providing this information, you consent to ICC storing it in its data base for the sole use of the ICC International Secretariat. You may have access to this information and request to have it deleted or corrected at any time by contacting ICC Events at [events@iccwbo.org](mailto:events@iccwbo.org)*

If you know of someone who would be interested in participating, please let us know:

Family name ..... First/given name .....

Company ..... Country .....

Phone (.....) ..... Fax (.....) .....

E-mail .....