

HKIAC Arbitration Clause Negotiation Workshop

Honing The Art of Negotiation

You are an in-house counsel, a contract manager, transactional or arbitration lawyer. You have received a call from your management team or client at 6:30pm asking you to conclude an arbitration clause within a few hours before the deal is sealed. How do you secure the best possible arbitration agreement for your company or client, while bearing the business objectives in mind and making sure that the corporate policy is followed. What are the key drafting points you need to consider and what issues you can concede in return for more favourable terms in other parts of the arbitration clause?

For anyone who has faced these questions, we welcome you to HKIAC's inaugural arbitration clause negotiation workshop. Four arbitration experts will engage in a mock negotiation of arbitration clauses to be included into three agreements concerning a Chinese private equity fund's investment in a Chinese-foreign joint venture through an Indonesian company majority-owned by a Singaporean state-owned enterprise. The negotiation process will be visually displayed in real-time while a commentator will discuss takeaway points as the negotiation progresses. You should be able to walk away with a set of drafting techniques and bargaining tactics that you can use in real-life negotiations.

Negotiators

Simon Chapman, *Partner at Herbert Smith Freehills*
James Kwan, *Partner at Hogan Lovells*
Damien McDonald, *Registered Foreign Lawyer and Counsel
at Peter Yuen & Associates
in association with Fangda Partners*
Robert Rhoda, *Partner at Bird & Bird*

Date : 15 March 2016 (Tuesday)

Time : 2:00 - 5:45 PM

Venue : HKIAC
38/F, Two Exchange Square
8 Connaught Place
Central, HK

Commentator

Nils Eliasson, *Partner at Shearman & Sterling*

ONLINE
REGISTRATION

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