

**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](http://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](http://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.