



MILAN  
CHAMBER OF  
ARBITRATION



INTERNATIONAL  
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# **CROSS EXAMINATION COURSE**

## **Milan, 27-28 October 2016**

### **Thursday 27 October 2016**

- |       |   |
|-------|---|
| 9.00  | Registration  |
| 9.15  | Introduction  |
| 9.30  | The common law perspective: direct and cross examination's place in the common law system, what their functions are, how the common law dispute system fits together, how it adapts to arbitration, common law expectations about roles of advocate, arbitrator and witness |
| 10.30 | Talk on and demonstrations of examination of one's own witness  |
| 11.00 | Coffee break  |
| 11.30 | Experiments in examination of one's own witness: a parlour game   |
| 13.00 | End of the morning session  |
| 14.00 | Talk on and demonstrations of cross-examination of another party's witness  |
| 15.00 | Experiments in cross-examination: a parlour game – part 1   |
| 16.00 | Coffee break  |
| 16.30 | Experiments in cross-examination: a parlour game – part 2   |
| 18.00 | End of the afternoon session  |



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## Friday 28 October

09.00	Preparation of direct and cross-examination
10.30	Witness handling exercises
11.30	Coffee break
12.00	Witness handling exercises
13.00	End of the morning session
14.30	Witness handling exercises
16.00	Coffee break
16.30	Witness handling exercises
17.30	End of the afternoon session

### ***The trainers***

**Richard Samuel**, Director of IAA, 3 Hare Court, London

**Robert Temmink**, Quadrant Chambers London

**Adrian Whitfield QC**, Serjeants' Inn Chambers, London

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Info

**Milan Chamber of Arbitration**

Lucia Santucci

Tel: +39 02 8515.4557

annual.conference@mi.camcom.it

[www.camera-arbitrale.com](http://www.camera-arbitrale.com)

# Short description of the course

This course splits into two.

The first day is aimed at:

- providing a grounding in the common law concepts on which the common law approach to dispute resolution is based
- describing the common law dispute resolution systems in which cross-examination takes its place
- explaining the rules of direct examination and cross-examination
- giving guidance about how to ask effective questions in direct and cross-examination
- giving delegates a chance to ask questions in direct and cross-examination
- describing the process of preparation needed to ask effective questions in direct and cross-examination

The second day is a chance for delegates to attempt direct and cross-examination of witnesses on the facts of a mock case. The delegates will be given a short case study of some 30 pages to prepare.

Each delegate will be assigned a role as counsel for the Claimant or Respondent.

The day will be spent in two groups of six delegates with one trainer each. The delegates will get an opportunity testing out lines of direct and cross-examination on the four witnesses in the case. Each delegate will have his performance reviewed by the trainer. There will be opportunity for everyone to discuss how to give the best performance.

It is worth preparing properly for to get the most out of day two, but at all times the atmosphere is fun and playful. We believe that is the best environment in which to learn.

# Information note for participants

## **Venue – 27 October 2016**

Milan, via Meravigli 9/b - Palazzo Turati, 1st floor.  
h. 9.00-18.00

## **Venue – 28 October 2016**

Milan, via Meravigli 7 – scala B, 2nd floor.  
h.9.00-17.30

## **Working language**

The conference will be conducted in English without translation.

## **How to register**

Online at [www.camera-arbitrale.it](http://www.camera-arbitrale.it)

Conference seats are limited: registration will be confirmed upon receipt of the registration form and registration fee. Registration deadline: 21 October 2016.

## **Registration fee**

ALL-INCLUSIVE FEE €800 +VAT (€976)

## **Way of payment**

Secured payment by credit card online at [www.camera-arbitrale.it](http://www.camera-arbitrale.it) or by bank transfer to:

ABI: 05696 - CAB: 01600 - CIN: W - SWIFT: POSOIT22 - C/C: 000061000X20

IBAN: IT53 W 05696 01600 000061000X20

Banca Popolare di Sondrio - Via Santa Maria Fulcorina, 1 - 20123 Milan, Italy

Description of payment: *participant's surname* + Cross Examination course.

Regular invoice will be issued by the Milan Chamber of Arbitration via e-mail.

## **Cancellation**

50% of the registration fee will be refunded if notice of cancellation is received by e-mail ([lucia.santucci@mi.camcom.it](mailto:lucia.santucci@mi.camcom.it)) before 10 October 2016. Cancellations after this date are not refundable. In case of refund the bank transfer costs will be borne by the participant.

The Milan Chamber of Arbitration reserves the right to cancel the event or to make alterations to the content, timing and program. In case of cancellation of the event, participants will be offered a full refund.

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