

International Legal Practice & Legal Education Conference

Negotiating Transactions and Dispute Resolution



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TUESDAY, 5 JULY 2016, 10:00–16:30

UNIVERSITY OF LUCERNE, FROHBURGSTRASSE 3

For the first time in Switzerland, the University of Lucerne is hosting the International Legal Practice & Legal Education Conference as part of the International Negotiation Competition for Law Students (INC, www.law-competitions.com). During the conference, leading experts will share strategies and perspectives on successful negotiation of legal transactions and disputes.

Our vision is to foster legal education and practical skills training needed for the legal profession on an international scale. This conference therefore serves as a unique platform for practicing lawyers, legal professionals and law students to significantly enhance their knowledge and practical skills. We are very excited that you are exploring these topics with us and hope that you leave the conference with an enhanced intellectual foundation and practical skill set for legal negotiation.

Programme

WELCOME SESSION		CONFERENCE HALL HS 10
10:00–10:10	Bernhard Rütsche, Dean, Law Professor, University of Lucerne, Switzerland <i>Welcome remarks on behalf of the University of Lucerne</i>	
10:10–10:20	Jean-Luc Delli, CEO Lawbility Ltd., Switzerland <i>Welcome remarks on behalf of Lawbility</i>	
10:20–10:30	Frank Astill, President of INC Committee, Director University of Sydney Law Extension Committee, Australia <i>Welcome remarks on behalf of the INC Committee</i>	
	Larry Teply, Chair of INC Committee, Law Professor, Creighton University, USA <i>Welcome remarks on behalf of the INC Committee</i>	
PLENARY SESSION		CONFERENCE HALL HS 10
10:30–11:00	Christina Del Vecchio, Lawyer, Niederer Kraft & Frey AG, Switzerland <i>Principles of Negotiation</i>	
11:00–11:30	Frank Astill, President of INC Committee, Director University of Sydney Law Extension Committee, Australia <i>Just Negotiation: Private Justice and Legal Ethics</i>	
11:30–12:00	Larry Teply, Chair of INC Committee, Law Professor Creighton University, USA <i>Reacting to Offers: It's More Complex (and More Important) Than You May Think</i>	
12:00–13:30	<i>Lunch and Networking Break in the University of Lucerne canteen</i>	

13:30–14:00	Mikkel Gudsøe, Lawyer International Trade Law, IPR & Mediation, Federation of Danish Fashion and Textile, Denmark <i>POWER Class – Influence & Negotiation</i>	Conference Hall HS 7
14:00–14:30	Roar T. Waegger, Lawyer, The Norwegian Association of Lawyers, Norway <i>Are Lawyers the Best Negotiators?</i>	
14:30–15:00	Michael Crowley, Senior Lecturer, School of Business and Law, Edith Cowan University, Australia <i>Non-negotiable? The Use of Misleading Information in Negotiations</i>	
15:00–15:30	Nino Sievi, Lawyer, CMS von Erlach Poncet AG, Switzerland <i>Negotiating Dispute Resolution Clauses in International Contracts</i>	

13:30–14:00	Moritz Maurer, Lawyer, Pestalozzi Attorneys at Law Ltd, Switzerland <i>The Lawyer: Deal Breaker or Deal Maker?</i>	Conference Hall HS 8
14:00–14:30	Jochen Luksch, Managing Partner, Egger, Phillips + Partner, Switzerland <i>Negotiation: The Lawyer's Tight-Rope Act</i>	
14:30–15:00	Nancy Schultz, Faculty Director, Chapman University, USA, and Mark Saunders, Lawyer in England <i>Cross-Cultural Approaches to Negotiation</i>	
15:00–15:30	Tetsuo Morishita, Professor of Law, Sophia University Law School, Japan, and Joel Lee, Professor of Law, National University of Singapore, Singapore <i>International Negotiation from the Asian Perspective</i>	
15:30–16:00	Aaron Richard Harmon, Clinical Assistant Professor of Law, Qatar University College of Law, Qatar <i>Negotiation and Mediation in the Middle East: Tips for Effective Communication with Arab Stakeholders</i>	

16:00–16:30 *Coffee/Tea and Networking*

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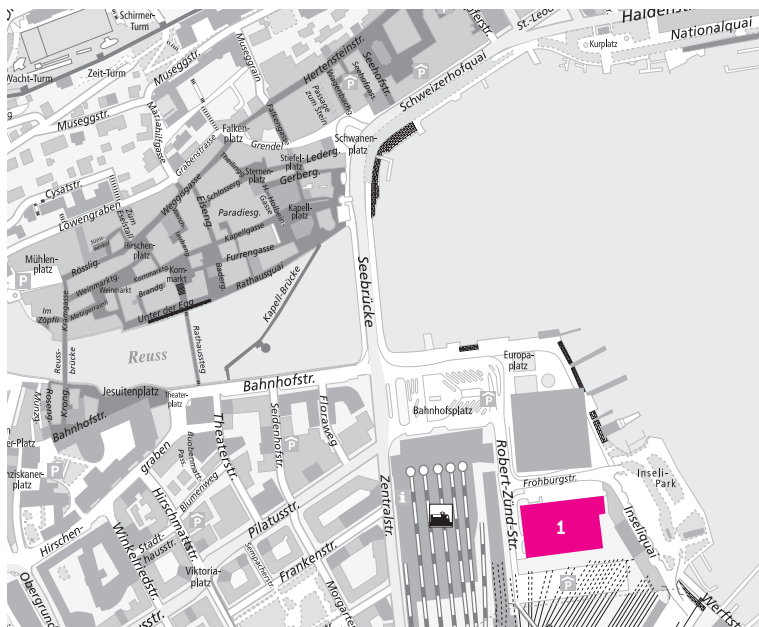
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Conference Management

Lawbilty Ltd.

Prof. Larry Teply (Conference Chair)

Jean-Luc Delli (Managing Director)

Sara Brauchbar (Project Manager)

Sumatrastrasse 25, 8006 Zurich

Switzerland

1 Venue

University of Lucerne

Froburgstrasse 3

6002 Lucerne

Switzerland

Registration

Participation in the conference is free of charge for students and INC participants. All other conference attendees pay a fee of CHF 100.– upon registration. The fee includes participation in the conference, as well as lunch and coffee. Please register via e-mail: registration@lawbilty.ch or by visiting www.law-competitions.com by 1 July 2016 at the latest. Only limited spaces are available.



www.law-competitions.com