

**M:POWER  
MASTER CLASS  
SERIES:**

**INTERNATIONAL  
ARBITRATION SKILLS**

**MILAN  
MARCH 8 - APRIL 12, 2022**



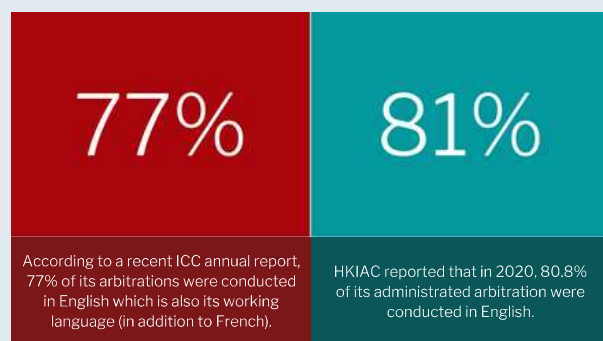


**M:POWER's Master Class: International Arbitration Skills** offers Italian litigators an invaluable learning experience. Using our deep industry experiences and collective expertise in the disciplines of communication and international litigation, we have developed a unique Master Class experience that will enable attorneys practicing international arbitration to improve their core litigation skills in a concentrated period of time.

## INTRODUCTION

To represent clients successfully in international arbitrations, attorneys must be persuasive communicators and they must have the skills to present their cases before international tribunals. English remains the dominant working language of the global marketplace. Lawyers and other business professionals who represent and/or interact with international clients and companies must be fluent not only in English – but legal English.

English continues to be the predominate language used to conduct international arbitrations. The International Chamber of Commerce, (ICC), headquartered in Paris and the Hong Kong International Arbitration Centre (HKIAC) are two of the world's most preferred and most used international arbitration tribunals.



Accordingly, lawyers must have the ability to communicate effectively with legal English. For this reason, our curriculum is focused on helping students develop the critical tools of persuasion.

The pedagogy of teaching core communication and presentation skills is both theoretical and practical. However, the acquisition and retention of these core skills requires a focused practical experience. For this reason, our Master Class curriculum emphasizes simulation and role play scenarios in

which students will practice core litigation skills during each class. Students will be given the opportunity to conduct examinations with professional English native tongue speakers who will serve as fact and expert witnesses for the role-play exercises.

## LEARNING OUTCOMES

Students will achieve proficiency in making oral arguments, conducting direct and cross examination of witnesses, and using demonstrative and documentary exhibits. Students will develop sufficient confidence in their litigation skills to be able to either “first” or “second” chair an arbitration hearing.

## CURRICULUM

M:POWER's “Master Class: International Arbitration Skills” curriculum has 6 learning modules. Each module is designed as a 2-hour session. The following is an outline of the curriculum:

### 1. Introduction to oral advocacy & art of persuasion

- The art of persuasion and the adversarial process of dispute resolution
- Preparing a persuasive case
- The use of “themes” and “story-telling”
- Opening statements
- Role-play exercises:
  - The “Elevator Speech”
  - 3-minute Opening Statements (assignment handed out in advance of first class at registration)

### 2. Direct examination

- Goal of Direct examination
- Process
- The importance of “open-ended questions”
- Role-play exercises:
  - Conduct direct examination of fact witness

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### 3. Cross examination

- a. Goal of Cross examination
- b. Process
- c. The importance of witness control with “closed questions”
- d. Role-play exercises:
  - Conduct a cross-examination of a fact witness

### 4. Expert witness

- a. The importance of expert witnesses in the adversarial system of dispute resolution
- b. Process
- c. Similarities and differences between direct examination of fact and expert witnesses
- d. Similarities and differences between cross examination of fact and expert witnesses
- e. Role-play exercises:
  - Conduct a direct or cross examination of an expert witness (half the class will do a direct and half the class will do a cross)

### 5. Evidence and exhibits

- a. How to use demonstrative and documentary evidence persuasively
- b. Preparing summary charts and diagrams
- c. Using exhibits on direct examination
- d. Using exhibits on cross examination
- e. Making and meeting objections to evidence
- f. Role-play exercises
  - Conduct a portion of direct examination using an exhibit
  - Conduct a portion of cross examination using an exhibit

### 6. The "Closing Argument"

- a. The elements of an effective closing argument
- b. Class review/Role-Play Exercises: Students will have the opportunity to do various skills exercises (e.g., direct, cross, opening, closing, exhibits) as a final review/practice session.
- c. Individual exit interviews
  - M:POWER will schedule and conduct “one-on-one” consultations and exit interviews with each student to discuss progress and improvement made during the course.
  - M:POWER will also help students to identify an action plan for future training that will be aimed at helping students to achieve their personal litigation practice goals and objectives

## COURSE DETAILS

### Type of course

Group

### Number of students

6 (max)

### Type of students

To maximize the learning experience, we recommend that students have an English proficiency level of B1 or higher. The course is designed so that it can be easily modified and adapted to meet the specific needs of the course participants.

Students will work with various case scenarios to conduct role-play simulations during class. In addition, students are expected to do homework outside of class to prepare for the role-play simulations.

Language level will be determined by 1) an online language test, and 2) an online interview that each prospective student is required to participate in.

### Course materials / language

Didactic materials for the course will be provided.

The Master Class: International Arbitration Skills course and materials will be in English.

## COURSE SCHEDULE

### Course length

12 hours

### Course frequency

Class meets once per week every Tuesday, 7:00-9:00pm

### Start/end date

March 8 - April 12, 2022

## REGISTRATION

To register for the Master Class: International Arbitration Skills course, go to this link and follow the instructions:

<https://m-power.it/solutions/master-class-international-arbitration-skills/>



*"The process of international arbitrations is adversarial in nature. Thus, lawyers must have the presentation skills that are essential for the adversarial system of dispute resolution. For example, lawyers must know how to prepare and present an opening statement and oral argument on legal and factual matters before the tribunal. They must have the ability to conduct direct and cross examination of both lay and expert witnesses. Lawyers must also be adept at presenting physical evidence and using demonstrative and documentary exhibits during the hearing."*

Lisa M. Marchese, Senior Partner, M:POWER

## **LISA M. MARCHESE**

**Head of Master Class: International Arbitration Skills Course**

Lisa brings a broad base of experience to her consulting work at M:POWER. She is an accomplished trial lawyer and commercial litigator, having represented clients in dispute resolution tribunals throughout the world.

While in private practice, Lisa was consistently named a top commercial litigator by Chambers USA. In 2008, she was inducted into the American Board of Trial Advocates.

Lisa is also an experienced educator. Since 2000, she has been an Adjunct Law Professor at Seattle University School of Law. She also teaches for international bar associations and related organizations. She is a frequently requested lecturer on the art of persuasive speaking and effective communication techniques

Lisa brings her extensive background and experience to her consulting work at M:POWER to offer clients a unique and invaluable learning experience.

### **COVID 19**

Students will be required to follow safety guidelines and protocols set by the Italian government vis-a-vis in-person training. Should new national, regional or municipal lock downs be introduced, courses will continue online as scheduled. Details will be provided as necessary.

### **Disabled access**

The location is wheelchair accessible. Please notify us if you require special assistance.

## **FEES, TERMS & CONDITIONS**

### **Course fees**

€ 480 (regular price)

M:POWER is offering a special rate of €400 to members of our partner organizations, Unione CRINT Italiane. To take advantage of this special offer, please tick the appropriate box ("Discount code") on the online registration form and provide your special discount code. You will be required to provide proof of CRINT membership.

### **Accreditation**

Crediti formativi: 12 credits (pending)  
€36 (optional)

### **Payment policy**

Payment for all course fees must be made prior to the commencement of the course.

### **Refund policy**

Once registration has been made and payment received:

1. students that opt out of the course at least 1 week before its commencement are entitled to receive 100% refund of the fee.
2. students that opt out of a course within 1 week before its commencement are entitled to receive 50% refund of the fee.
3. Once the course has commenced, no refund shall be provided.

### **VENUE / CONTACT**

Tenoha Business Center  
Via Vigevano 18  
20144 Milan

Email: [info@m-power.it](mailto:info@m-power.it)  
Mobile: 375 567 4824

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