

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 arbitration clause negotiation workshop in Seoul. The workshop will feature a mock negotiation over arbitration clauses to be included into two agreements concerning a Chinese private equity fund's investment in a joint venture through a Korean Company that is majority-owned by a Singapore 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.

There will also be an opportunity to mingle over drinks afterwards.

This event is complimentary

ONLINE
REGISTRATION

Organiser



香港國際仲裁中心
Hong Kong International
Arbitration Centre

Sponsor

Lee
& Ko

Date

23 November 2016 (Wednesday)

Time

3:00 - 6:15PM

Venue

Seoul International Dispute Resolution Center
11F Seoul Global Center
38 Jongro, Jongno-gu
Seoul