

You Are Cordially Invited to Attend the

Third Annual  
**CPR European Congress**  
on Business Conflict Management

**Thursday and Friday,  
10-11 May, 2007**

The Westin Paris  
3 rue de Castiglione  
Paris, France

In the Tradition of CPR Meetings,  
**BY INVITATION** to CPR Member  
Companies and Law Firms, CPR  
Distinguished Neutrals, and  
Invited Guests **ONLY**.

This invitation was produced  
with generous support from  
**Herbert Smith**

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**CPR**

International Institute for Conflict  
Prevention & Resolution



Map of Paris, France, showing a dense network of streets and boulevards. Key streets include Avenue des Champs-Élysées, Boulevard des Capucines, Boulevard de la Madeleine, Boulevard de la Concorde, Boulevard de la Bastille, Boulevard de la Gare, Boulevard de la Gare, Boulevard de la Gare, and Boulevard de la Gare. Landmarks such as the Gare d'Orléans, Gare d'Orsay, Gare de la Chapelle, Gare de la Madeleine, Gare de la Concorde, Gare de la Bastille, Gare de la Gare, Gare de la Gare, and Gare de la Gare are marked. The map is overlaid with a grid of latitude and longitude lines. The text on the map is in French, with street names and landmarks labeled in various sizes and orientations. The overall color scheme is a monochromatic blue, with white lines and text for contrast.

## LETTER FROM THE PRESIDENT

International Institute for Conflict Prevention and Resolution



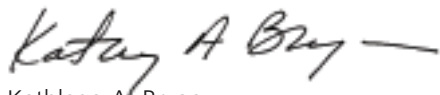
It is my great pleasure to invite you to attend the Third CPR European Congress in Paris.

The art and practice of commercial conflict management is in flux in Europe, and the ebb and flow of developing business practices can best be understood and explored through the perspective of CPR Institute's corporate and law firm members and its distinguished arbitrators and mediators. We have convened global businesses and legal leadership to assess progress and develop consensus direction.

Public policy initiatives to encourage commercial mediation may be seen on a national, regional, and continent-wide basis. Since CPR's philosophy is "corporate counsel is the engine of change," it is from the view of these influential – and constantly accountable – enterprises that we will view the world of European commercial conflict management.

I have come to CPR as its third leader in 28 years, fresh from a career in private law firms and, for many years at Motorola, leading litigation worldwide. I am justifiably proud of the Institute's stature as a convener of the progressive leadership. I hope that you and your colleagues will join us in Paris for what will be an unforgettable and entirely unique gathering.

Enrollment in the Congress will unfortunately once again be limited this year, and I strongly encourage invitees to place their reservations early. *A bientôt!*

A handwritten signature in black ink that reads "Kathleen A. Bryan" followed by a horizontal flourish.

Kathleen A. Bryan

President and CEO

International Institute for Conflict Prevention and Resolution





## PROGRAM HIGHLIGHTS WILL INCLUDE...

- **Using Facilitators to Create Value at Any Stage of a Deal:** In this interactive exercise, a hypothetical business transaction will be traced through initial proposal, negotiation, contract drafting, operational difficulties, and termination. At each stage of the life of the deal, experts and participants will debate how the use of third party facilitation, unorthodox problem-solving techniques, and other approaches might create value and avoid disaster.
- **Best Practices in Insurance: Disputes With Policyholders and Among Each Other:** Commercial insurance lines represent one of the largest purchasers of legal services in the entire world economy. Too often, these legal services are involved in disputes with their own corporate clients over the meaning and consequences of insurance contracts. Some global leaders of property-casualty insurance and reinsurance will announce initiatives to conduct insurance-related business rationally, economically, and amicably.
- **Global Corporations' Management of Disputes Through "Early Case Assessment":** The practice of systematic and rigorous assessment of claims, early in their life, has begun to take hold with many of the world's largest companies. These companies have set new expectations for their outside law firms, and in so doing have changed the client-lawyer relationship in fundamental ways. A select group of global corporations will present their systems of early case assessment, and discuss their implications.
- **Is International Arbitration Beyond Repair?** Client dissatisfaction with international arbitration is growing. Are all the complaints reasonable? Where they are, how can they be addressed by the parties themselves, their counsel and arbitration institutions?
- **Developing Business Dispute Management in Developing Business Markets:** Many lawyers and corporations are familiar with commercial mediation centres in Europe, the UK and North America. But what about commercial disputes that arise in other markets? Representatives of business mediation centres in developing markets report on the challenges and opportunities of establishing mediation capabilities in their regions.
- **The Corporate ADR Pledge: A Vital New Tool for European Business?** In 1985, CPR Institute launched the CPR Corporate Pledge, by which more than 4,000 companies and subsidiaries undertook to consider ADR in conflicts with other signatories. Recently a group of leading French companies have done the same. Is this development a promise of growth in the broader region?
- **The Continuing Challenge of Judicial Support for Extra-Judicial Dispute Resolution:** Some scholars and practitioners have strongly argued that commercial mediation will never take hold in markets where the courts do not actively support it, even to the extent of requiring civil litigants to mediate before entering the court. A panel of jurists will debate the proposition's applicability in civil law jurisdictions.

### PLEASE NOTE:

The Congress will begin at 10:00 Thursday 10 May and will conclude with a Buffet Lunch at 13:00 Friday 11 May.

The Congress will be conducted in French and English. Simultaneous translation will be provided.

### SPECIAL ONE-DAY WORKSHOP ON CROSS-CULTURAL NEGOTIATION: Wednesday, 9 May, 2007

CPR is honored to offer a special One-Day Workshop on cross-cultural negotiation, conducted by ITIM International of Stockholm, Sweden. Using Geert Hofstede's 5-D Model, the Workshop aims to give participants an understanding of the challenges of working in an international environment. The Workshop will equip participants with tools to better recognize, understand, and effectively deal with intercultural experiences, and to function efficiently and effectively within another cultural environment.

The cost of this One-Day Workshop alone is €600/\$780. This fee includes course materials, breakfast, breaks, lunch and a social reception following the Workshop.

Those wishing to attend both the Workshop and the Congress will receive a 50% discount on the Registration Fee to the Congress, for a total cost of €1000/\$1300. However, **this discount will be available only to registrants who enroll and submit full payment prior to 15 March 2007.** Those registering thereafter will be charged the full amount of both the Workshop and the Congress, a total of €1400/\$1820





## FACULTY WILL INCLUDE...

**KEHINDE AINA**

Negotiation and Conflict  
Management Group  
Lagos, Nigeria

**JOSÉ MARÍA ALONSO**

J & A Garriques S. L.  
Madrid, Spain

**STEPHEN R. BOND**

White & Case LLP  
Paris, France

**LISA K. BRENNER**

Assistant General Counsel  
Pfizer Inc.  
New York, New York, USA

**BEATRICE BRENNEUR**

President de Chambre  
Cour d'Appel de Grenoble  
Grenoble, France

**CLAUDIA FÖLLMER**

Senior Claims Counsel  
Head of Claims & Reinsurance  
Hannover Re  
Hannover, Germany

**HANS PETER FRICK**

Sr. Vice President and  
Group General Counsel  
Nestlé  
Vevey, Switzerland

**EWA GMURZYNSKA**

Warsaw University  
Warsaw, Poland

**JOHN HEAPS**

Eversheds  
London, England

**PHILLIP HOWELL-RICHARDSON**

SJ Berwin & Co.  
London, England

**WOLF VON KUMBERG**

Legal Director, Europe  
Northrop Grumman Corporation  
London, England

**BERTRAND LASSERRE**

CMAF (Centre de Médiation et  
d'Arbitrage de Paris)  
Paris, France

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Duane Morris LLP  
San Diego, California, USA

**SERGE LAZAREFF**

Paris, France

**MICHAEL LEATHES**

Wokingham, England

**CAROLE MALINVAUD**

Gide Loyrette Nouel  
Paris, France

**JONATHAN B. MARKS**

Bethesda, Maryland, USA

**DALE L. MATSCHULLAT**

Vice President, General Counsel  
and Corporate Secretary  
Newell Rubbermaid Inc.  
Atlanta, Georgia, USA

**PAUL MOSS**

Head of Claims  
QBE European Operations  
London, England

**JEAN CLAUDE NAJAR**

Senior Counsel and  
Chief Compliance Officer  
GE Commercial Finance  
Paris, France

**CHRISTOPHER NEWMARK**

Spencer Underhill & Newmark LLP  
London, England

**LAURENCE SHORE**

Herbert Smith  
London, England

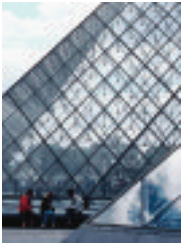
**BETH TRENT**

Legal Director  
Schering-Plough Corporation  
Kenilworth, New Jersey USA

**JUDGE ALEXANDER H. WILLIAMS, III**

Superior Court  
Los Angeles, California, USA





## CONTINUING LEGAL EDUCATION CREDITS (CLE)

CPR has been certified by the New York State Continuing Legal Education Board as an Accredited Provider of continuing legal education in the State of New York from July 2004 to July 2007.

**Financial Aid Policy:** CPR may in its discretion waive meeting registration fees for faculty of CPR Meetings who are individuals in academia, the government or the judiciary. CPR also in its discretion may waive meeting registration fees for its public members. For more information, E-mail [info@cpradr.org](mailto:info@cpradr.org).

## CPR INSTITUTE

The International Institute for Conflict Prevention and Resolution (CPR Institute) is a New York-based non-profit research and educational organization founded in 1979. CPR spearheads innovation and quality in the avoidance, management and resolution of complex corporate disputes. It is financially supported by the contributions of over 400 corporate law departments, law firms, academicians, agencies and individuals.

In addition to its activities in North America and Europe, CPR established and administers the US-China Business Mediation Center in a joint venture with the China Council for Promotion of International Trade, as well as engaging in promotional and educational activities in Central America, Africa and elsewhere.

CPR advocates self-administered mediation and arbitration processes, and CPR members enjoy access to CPR's Panel of Neutrals. This group has assisted companies to resolve thousands of cases, with billions at issue, around the world. Further information is available at the Institute's web site, [www.cpradr.org](http://www.cpradr.org).

## WHO ATTENDS?

Previous CPR European Congresses were attended by over 200 of the most prominent members of the International business and legal community, including representatives from:

Georgia-Pacific Corporation

Equitas Ltd.

MAN Ferrostaal AG

Shell International

Basic Element Company

British American Tobacco

Wellington Underwriting Agency

Akzo Nobel N.V.

Nestlé

Bechtel Limited

Novo Nordisk A/S

Mars, Inc.

Alcan Inc.

International Monetary Fund

General Electric Company

British Nuclear Fuels plc

Paranova-Gruppen A/S

Heussen

Seimens Corporation

AIG Europe, S.A.

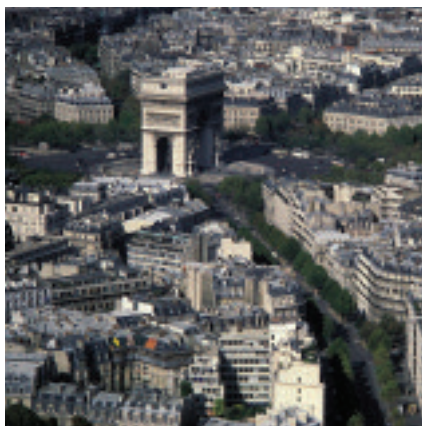
Conoco Phillips

Johnson & Johnson

Northrop Grumman Corp.

Newell Rubbermaid Inc.

Royal Dutch KPN Telecommunications





The International Institute for Conflict Prevention and Resolution gratefully acknowledges the assistance of the following members and organizations for their support of its work in Europe, China and Latin America:

British American Tobacco  
General Electric Company  
Johnson & Johnson  
Halliburton

BellSouth Corporation  
ConocoPhillips  
Pfizer Inc.  
Center for International Private  
Enterprise

E.I. du Pont de Nemours and  
Company  
Georgia-Pacific Corporation  
U.S. China Legal Cooperation Fund

Special Thanks to the General Electric Foundation for its support of this Congress.

## USEFUL INFORMATION

### Accommodations/Cancellations

#### The Westin Paris

Special Discounted Rates: €285 (inclusive of VAT at 5.5%)

Attendees must make their reservations directly with the Westin Hotel by contacting Group Coordinators Delphine & Magali at + 33 1 44 77 11 16 or email [grps.01729@starwoodhotels.com](mailto:grps.01729@starwoodhotels.com) and identifying themselves as attending the CPR Congress.

**Reservations must be made by 7 April, after which time the discounted rate expires.**

### Activities for Spouses and Partners

CPR welcomes the spouses and partners of Congress participants. We offer the following activities for their diversion:

#### Thursday, 10 May 2007

Continental Breakfast  
Special Spouse/Partner Morning Activity  
Lunch, Westin Hotel  
Evening Reception and Dinner, Westin Hotel

#### Friday, 11 May 2007

Continental Breakfast  
Buffet Lunch, Westin Hotel

**Cost of Spouse/Partner Activities: €120/\$155**



The Westin Paris