TABLE OF CONTENTS

PART I BACKGROUND

2. The Legal Background of International Arbitration

1. Introduction

A. A Dispute Resolution Procedure Agreed upon by the Parties	2.01
B. The Law Surrounding International Arbitrations	2.04
C. The Arbitration Agreement Bars Court Proceedings	2.10
D. The Doctrine of Separability	2.17
E. The Principle of Compétence de la Compétence	2.22
F. Arbitral Awards Are Final and Binding on the Merits	2.25
G. International Enforceability	2.32
Proceedings in International Arbitration	
A. The Typical Stages of an International Arbitration	3.01
B. Deviations from the Usual Procedures of Civil Litigation Restraints on pre-hearing discovery Few, if any, rules of evidence Inapplicability of <i>iura novit curia</i>	3.02 3.03 3.05 3.07
C. Written Submissions 1. The initial submissions a. The prayers for relief b. The legal grounds c. The facts and circumstances 2. New claims, amendments, set-offs, counterclaims 3. Post-hearing briefs	3.09 3.14 3.15 3.17 3.18 3.19 3.22
D. Evidence	3.24
Party control Powers of the arbitrators	3.25
Powers of the arbitrators Admission of evidence Standards for admissibility Documentary evidence and production of documents.	3.28 3.35 3.41 3.47

	c. Witness testimony in general d. The form of the testimony	3.5 3.6
4,	Implications for Cross-examination in International Arbitration	
	A. The Decision-maker	4.0
	B. Multiculturalism	4.0
	C. Evidence in General	4.0
	D. Documentary Evidence	4.0
	$E. \ Limitations \ on \ Time \ and \ on \ the \ Possibility \ of \ Surprising \ a \ Witness$	4.09
5.	Fundamentals of Cross-examination in International Arbitration	
	A. The Purpose of Cross-examination	5.0
	B. What Is Cross-examination?	5.0
	C. Deciding Whether to Cross-examine	5.00
	D. The Risks of Cross-examination	5.08
	E. Planning the Cross-examination	5.1
	F. Keeping Control of the Witness	5.2
	G. The Form of the Questions	5.24
	H. What Do You 'Know'?	5.40
	I. Avoid Questions about Conclusions	5.45
	J. The Significance of the Non-verbal	5.50
	K. Sensing the Environment	5.64
	L. Getting Your Question Answered	5.60
	M. Self-control	5.67
	N. Make No More than Three Main Points	5.70
	O. Adapt to the Environment	5.73
	PART II THE NINE BASIC PRINCIPLES	
6.	Basic Principle No. 1: Be Fully Prepared	
	A. A Lot of Hard Work	6.01
	B. Prepare a Plan for Your Cross-examination	6.05
	C. Determine the Ultimate Objective of Your Cross-examination	6.25
	D. What Questions Should You Ask?	6.35

	E. How Should You Put the Questions?	6.57
	F. Prepare Your Use of Documents and Exhibits	6.73
	G. Prepare Follow-up and Alternative Questions	6.81
	H. Mental and Other Training	6.94
7.	Basic Principle No. 2: Be Brief	
	A. Make No More than Three Main Points	7.01
	B. The Rationale for Brevity	7.07
	C. Cross-examining Experts	7.32
8.	Basic Principle No. 3: Use Only Leading Questions	
	A. What Is a 'Leading Question'?	8.01
	B. Open Questions	8.10
	C. Formulating Questions	8.15
9.	Basic Principle No. 4: Use Only Short, Simple, Unambiguous Questions	
	A. Simplicity Is Essential to Effective Advocacy	9.01
	B. Use Only Short Questions	9.04
	C. Use Only Simple Questions	9.16
	D. Use Only Unambiguous Questions	9.28
	E. Another Real-life Example	9.45
10.	Basic Principle No. 5: Listen to the Answer	
	A. Evaluate the Answer Before Proceeding	10.01
	B. An Illustrative Hypothetical Case	10.02
	C. The Witness's Psychological State	10.17
	D. The Nature of the Answer—A Simple 'Yes'	10.19
	E. The Nature of the Answer-More than 'Yes'	10.21
	F. Failure to Answer—In General	10.22
	G. Failure to Answer—the Honest Witness	10.25
	H. Failure to Answer—the Witness with an Agenda	10.29
	I. Another Illustrative Hypothetical Case	10.34

11.	Basic Principle No. 6: Do Not Ask for Conclusions	
	A. Stick to the Facts	11.01
	B. The Consequences of Not Sticking to the Facts	11.06
	C. Explicit Requests for Agreement	11.09
	D. Indirect Requests for Agreement	11.18
	E. Avoid 'One Question Too Many'	11.20
	F. When to Stop	11.49
12.	Basic Principle No. 7: Do Not Let the Witness Repeat the Direct Testimony	
	A. The Nature of the Risk	12.01
	B. Avoiding Repetition of Direct Testimony	12.06
	C. Dealing with a Repetition	12.09
	D. Inconsistent Statements by the Witness	12.17
	E. The Nature of the Inconsistency What the inconsistency relates to Evading or explaining the inconsistency	12.23 12.25 12.30
	F. Use of Inconsistent Statements—In General	12.34
	G. Use of Inconsistent Statements—the Resistant Witness	12.54
	H. Other Intended Repetitions	12.63
13.	Basic Principle No. 8: Do Not Let the Witness Explain	
	A. Maintaining Control	13.01
	To can't answer that yes or no' The cooperative witness The recalcitrant witness	13.04 13.06 13.14
	C. 'I don't understand the question'	13.20
	D. 'Let me explain that' 1. 'The witness's speech 2. Your response a. Using the content of the speech b. Using simple questions c. 'The witness's anxiety level	13.25 13.27 13.35 13.38 13.39 13.43

	E. 'Let me ask you a question'	13.53
14.	Basic Principle No. 9: Exercise Self-control—Do Not Argue, Or Get Angry, with the Witness	
	A. Controlling the Witness Requires Your Self-control at All Times	14.01
	B. Arguing with the Witness 1. Loss of control 2. Loss of persuasiveness	14.02 14.03 14.06
	C. Avoiding Argument	14.10
	D. Getting Angry with the Witness	14.14
	E. Avoiding Anger	14.17
	F. Self-control	14.34
	G. Your Need for Personal Integrity	14.39

PART III CONCLUDING REMARKS

15. Learning from Experience

Index	157