

## Prof. Dr. Siegfried H. Elsing

### Lectures and Addresses

- *Legal and Arbitration Costs*, Principal Moderator, ICCA Congress, 10-13 June 2012, Singapore
- *Problems in the Legal Structuring of M&A Transactions* ["*Probleme des Unternehmenskaufs in der Gestaltungspraxis*"], Gesellschaftsrechtliche Jahresarbeitsstagung, Deutsches Anwaltsinstitut e.V., 23-24 March 2012, Bucerius Law School, Hamburg, Germany
- *Calculation of Damages in Post-M&A-Disputes* ["*Schadensberechnung in Post-M&A-Streitigkeiten*"], Petersberger Schiedstage, 24-25 February 2012, Bonn-Königswinter, Germany
- *European Law Standards for Due Process/References by Arbitral Tribunals to the ECJ for Preliminary Rulings*, Arbitration in Europe- A Framework in the Making?, Vienna Arbitration Days, 17-18 February 2012, Vienna, Austria
- *ADR and Arbitration* ["*ADR und Schiedsverfahren*"], Masters Programme Mergers & Acquisitions, Westfälische Wilhelms-Universität Münster, 13-14 January 2012, 24-25 February 2011, 16-17 January 2009, 18-19 January 2008, 12-13 January 2007, Münster, Germany
- *Arbitration Practice in Germany*, Joint Conference of the Macedonian Bar Association, the German Institution of Arbitration, the German Foundation for International Legal Cooperation and the German Federal Bar, 19 November 2011, Ohrid, Macedonia
- *International Civil procedure and International Arbitration* ["*Internationales Zivilverfahrensrecht und Schiedsgerichtsbarkeit*"], Lecture series at Heinrich-Heine-Universität Düsseldorf, October/November/December, annually since 2000, Düsseldorf, Germany
- *Bridging the Gap between Common Law and Civil Law in International Arbitration*, Düsseldorf International Arbitration School, Heinrich-Heine-Universität Düsseldorf, 27 September 2011, 21 September 2010, 23 September 2009, 24 September 2008, Düsseldorf, Germany
- *International Arbitration in Austria – A screenshot from the outside*, International Arbitration in Vienna – Past, Present and Future, A Tribute to Werner Melis, VIAC, 16 September 2011, Vienna, Austria
- *Professional supervision of the written Management-Course 'International Contract Management'* ["*Fachliche Leitung des schriftlichen Management-Lehrgangs Internationales Vertragsmanagement*"], Management Circle, 16 June 2011 - 1 September 2011, 17 June 2009 - 2 September 2009, 23 May 2007 – 1 August 2007, 30 August 2006 - 2 November 2006
- *Privileges of In-House-Counsel*, 62. Deutscher Anwaltstag, 4 June 2011, Strasbourg, France
- *Witness Statements and Cross Examination*, DRF Dispute Resolution Forum Düsseldorf und Köln e.V., 24 May 2011, Industrie-Club, Düsseldorf, Germany
- *What are the "costs" in Arbitration?*, 11th IFCAI Biennial International Conference 2011, 17 May 2011, Berlin, Germany

- *National and international arbitration and insolvency proceedings* ["Nationale und internationale Schiedsgerichtsverfahren und Insolvenz"] at 8. Deutscher Insolvenzverwaltertag, 7-8 April 2011, Berlin, Germany
- *Into an arbitrator's mind*, Lecture for Graduate students, Europa-Universität Viadrina Frankfurt, 10 March 2011, Frankfurt (Oder), Germany
- *The English Language before German Courts* ["Englische Sprache vor deutschen Gerichten"], Ehemaligentreffen des Instituts für Internationales Privat- und Wirtschaftsrecht (Professor Großfeld), 30 October 2010, Rheinisch-Westfälische Genossenschaftsakademie, Münster, Germany
- *Basic Principles of International Commercial Arbitration and Introduction to Alternative Dispute Resolution*, Düsseldorf International Arbitration School, Heinrich-Heine-Universität Düsseldorf, 20 September 2010, annually since 2000, Düsseldorf, Germany
- *Arbitration* ["Schiedsverfahrensrecht"], ARIAS Europe e.V. (Schiedsgerichtsbarkeit in der Assekuranz), 21 September 2010, Hamburg, Germany
- *Common Law Versus Civil Law Approaches to International Commercial Arbitration – Cultural Divide or Convergence?*, DIS/CI Arb Joint Conference, 21-22 October 2010, Frankfurt, Germany
- *Finding the Truth or Finding an Acceptable Solution? The Major Differences Between U.S. and German Litigation and Their Genesis, Purpose and (Unintended) Consequences – ABA/DAV Joint Conference*, 21 June 2010, Frankfurt, Germany
- *On Babies and Bathwater: Keeping the Good (And Getting Rid Of The Bad) From the Company's Perspective*, Fifth Annual Fordham Law School Conference on International Arbitration and Mediation, 14–15 June 2010, New York, USA
- *Case Study: Disputes Concerning Representations and Warranties, Dispute Resolution in M&A Transactions: Tactics, Challenges, Defences*, 13-14 May 2010, Warsaw, Poland
- *Legal Pitfalls using the German language for Contracts* ["Fallstricke bei der Verwendung der englischen Sprache als Vertragssprache"], DRF Seminar, Industrie-Club, 4 May 2010, Düsseldorf, Germany
- *Arbitration vs. Litigation – Selecting the best option – The outlook from the Parties' Counsel and Arbitrators perspective* ["Arbitration vs. Litigation Ein Attraktivitätsvergleich, Die Sicht der Parteivertreter und Schiedsrichter"], DRF-Seminar, Industrie-Club, 2 February 2010, Düsseldorf, Germany
- *Negotiation Techniques and Dispute Resolution – Soft Skills in Today's Lawyering*, Summer School Düsseldorf, Heinrich-Heine-Universität Düsseldorf, 2005-2010, Düsseldorf, Germany
- *Corporate Solutions for succession of family-run businesses* ["Gesellschaftliche Gestaltungen und Nachfolgeregelungen für Familienunternehmen"], Moderator, Forum Unternehmensrecht, 10 December 2009, Heinrich-Heine-Universität Düsseldorf, Germany
- *The Clash of Legal Cultures in International Commercial Arbitration*, Conference on the occasion of the 60th jubilee of the Arbitration Court of the Hungary Chamber of Commerce, 19-20 November 2009, Budapest, Hungary

- *The competition between the legal cultures: The fight for the best law* ["Wettbewerb der Rechtskulturen: Der Kampf um das beste Recht"], Rechts- und Staatswissenschaftliche Vereinigung, Industrie-Club, 27 October 2009, Düsseldorf, Germany
- *Position and Practice of German Courts in International Arbitration*, German Institution of Arbitration (DIS), 18 May 2009, London, England
- *The Clash of Legal Cultures in International Arbitration*, Réczicza White & Case LLP, 17 April 2009, Budapest, Hungary; Eötvös Loránd University, 17 April 2009, Budapest, Hungary; University of Pécs, 18 April 2009, Pécs, Hungary
- *Mediation Breakfast*, Moderator, IBA Arbitration Day, 16 February 2009, Dubai, United Arab Emirates
- *ASA/DIS Practice Building Seminar*, Discussion Leader, 23-25 January 2009, Badenweiler, Germany
- *Arbitrating China Disputes: Dealing with diverse legal cultures*, China Club, October 2008, Paris, France
- *Arbitration Practice – Report Germany*, ["Die Praxis des Schiedsverfahrens – Länderbericht Deutschland"], DACH Congress, 19 September 2008, Amsterdam, The Netherlands
- *The Adoption of More Liberal Regimes in Favor of the Enforcement of Foreign Awards*, Association Internationale des Jeunes Avocats (AIJA) Seminar on International Arbitration, 26 August 2008, Paris, France
- *Bridging the Common Law – Civil Law Divide in International Arbitration*, Humboldt Universität, 6 August 2008, 10 August 2006, 2 August 2005, Berlin, Germany
- *Auswahl von Schiedsrichtern, Schiedsgerichtsbarkeit in der kontinentaleuropäischen Assekuranz*, ARIAS Europe, 11 July 2008, Düsseldorf, Germany
- *What you always wanted to know: How to succeed in Mediation* ["Was Sie schon immer wissen wollten: Wie komme ich beim Vergleich zum Erfolg?"], Deutscher Anwaltstag, Ausschuss Außergerichtliche Konfliktbeilegung, 1-3 May 2008, Berlin, Germany
- *International Arbitration: Private Judges for International Disputes* ["Internationale Schiedsgerichtsbarkeit: Private Richter für internationale Streitfälle"], Lions-Club Düsseldorf-Hösel, 31 March 2008, Düsseldorf, Germany
- *Arbitration and its Users, Time for a Change of Direction?* ["Schiedsgerichtsverfahren aus Unternehmenssicht – Zeit für Kurskorrekturen?"], 29 February – 1 March 2008, Petersberger Schiedstage, Bonn- Königswinter, Germany
- *The Award of Costs and Interest in International Arbitration*, International Centre for Dispute Resolution/ICDR Young & International Anniversary Program 2008, Vienna Economic Chamber, 15 March 2008, Vienna, Austria
- *Is Mediation of Foreign Investment Disputes Plausible?*, Moderator, IBA Mediation Breakfast, Judge Schwebel, 1 February 2008, New York, USA

- *Performance as a Remedy Non-Monetary Relief in International Arbitration*, ASA Conference, Association Suisse de l'Arbitrage (ASA), 25 January 2008, Basel, Switzerland
- *Business Mediation – Strategy for a better Dispute Resolution Management* ["*Wirtschaftsmediation – Strategie für ein besseres Konfliktmanagement?*"], Dispute Resolution Forum Düsseldorf und Köln (DRF), 19 September 2007, Düsseldorf, Germany
- *Arbitration in the Insurance and Re-Insurance Business – Practical hints for Arbitrators regarding the Organisation and implementation of an Arbitration* ["*Schiedsgerichtsbarkeit in Erst- und Rückversicherungen, Praktische Hinweise für Schiedsrichter zur Organisation und Durchführung eines Schiedsverfahrens*"], Deutsche Institution für Schiedsgerichtsbarkeit e.V., 7 November 2007, Bonn-Königswinter, Germany
- *Dispute Resolution Clauses*, International Bar Association (IBA) Conference 2007, 15 October 2007, Singapore
- *Legal Aspects of Doing business in the USA* ["*Rechtliche Aspekte des USA-Geschäftes, Wirtschaftstag USA/Mittlerer Westen - Handeln und investieren*"], IHK, 18 September 2007, Düsseldorf, Germany
- *Arbitration and Mergers & Acquisitions* ["*Schiedsverfahren und M&A*"], 2. PraxisFORUM M&A aktuell 2007, FORUM Institut für Management, 28-29 June 2007, Wiesbaden, Germany
- *Rights and Duties of Arbitrator*, Department of Law at Stockholm University, 11 May 2007, Stockholm, Sweden
- *Arbitration in Germany: „Too German“ or „Not German Enough“?*, Frankfurt Arbitration Circle (FAC), 28 March 2007, Frankfurt, Germany
- *Arbitrator Compensation* ["*Vergütungsregelungen für Schiedsrichter*"], Stuttgart Arbitration Circle, 14 February 2007, Stuttgart, Germany
- *Statement: Contingency fees* ["*Kurzstatement Erfolgshonorar*"], BRAK Dialog, 12 February 2007, Munich, Germany
- *ASA Conference, Association Suisse de l'Arbitrage (ASA)*, Moderation, 26 January 2007, Geneva, Switzerland
- *Conflicts of Legal Cultures in International Dispute Resolution* ["*Konflikte der Rechtskulturen bei der Beilegung internationaler Streitfälle*"], Heinrich-Heine-University, Düsseldorf, Inaugural lecture as Honorary Professor, 16 January 2007, Düsseldorf, Germany
- *Arbitration Across The Civil Law – Common Law Divide*, Practising Law Institute (PLI), 2001-2007, New York, USA
- *International Dispute Resolution: Enforcement and Execution of Claims (Mediation, Civil Action, Arbitration)* ["*Streitbeilegung auf internationaler Ebene: Durchsetzung und Vollstreckung von Ansprüchen (Mediation, Klagen, Schiedsverfahren)*"], Lesson 8 of the written Management-Course 'International Contract Management', 2006 und 2007, Management Circle Edition

- *The Common Law/Civil Law Divide in International Commercial Arbitration and its Practical Consequences for Transatlantic Practitioners*, Annual Conference of the German-American Lawyers Association (DAJV), 28 October 2006, Berlin, Germany
- *Mediation as a Cost Containment Device, Session "Mediation as a Management Tool"*, International Bar Association (IBA) Conference 2006, 21 September 2006
- *International Arbitration; How the English Language affects the Procedural Rules* ["Internationales Schiedsverfahren: Inwieweit beeinflusst der Gebrauch der englischen Sprache die Verfahrensregeln"], Dispute Resolution Forum Düsseldorf und Köln: Legal Pitfalls using English in the German Legal Sphere ["Fallstricke bei der Verwendung der englischen Sprache im deutschen Sprachraum"], 12 September 2006, Düsseldorf, Germany
- *What motivates Lawyers?* ["Was motiviert Anwälte?"], 3. IAW-Kolloquium: Leadership und Führungsstrukturen in Law Firms, 1 September 2006, Grandhotel Schloss Bensberg, Germany
- *The Perspective of the Practitioner*, Seminar on International Arbitration, 44. Jahreskongreß der Association Internationale des Jeunes Avocats (AIJA), 23 August 2006, Geneva, Switzerland
- *Drafting Arbitration clauses for M&A-Agreements* ["Gestaltung von Schiedsvereinbarungen bei M&A-Transaktionen"], Munich Private Equity Training (MUPEIT), 30 June 2006, Literaturhaus München, Munich, Germany
- *Bridging the Divide - Civil versus Common Law*, Session Chair im Rahmen der Veranstaltung International Arbitration and Mediation - From the Professional's Perspective des Center for International Legal Studies (CILS), 15-18 June 2006, Salzburg, Austria
- *Termination of Contract Negotiations and Precontractual Liability, Comparing the German and Netherlands legal regime* ["Unterschiede im deutschen und niederländischen Recht beim Abbruch von Vertragsverhandlungen und vorvertraglicher Haftung"], 11 November 2005, Amsterdam, The Netherlands
- *Post-transactional disputes* ["Streitige Auseinandersetzungen nach einer Transaktion"], Euroforum, 20-21 October 2005, Munich, Germany
- *The Clash Between Common Law and Civil Law in International Arbitration*, 14 October 2005, New York, American Foreign Law Association, USA
- *Mediation and the Law*, 28 September 2005, Prague, Czech Republic
- *Mergers & Acquisitions – Fundamentals and News*, Westfälische Wilhelms-Universität Münster, 18 March 2005, 5.-6. February 2004, 6-8 February 2003, Münster, Germany
- *Who is in charge of Due Diligence and Business Appraisal when it comes to internal Corporate Disputes?* ["Unternehmensbewertungen: Wer setzt in gesellschaftsrechtlichen Auseinandersetzungen den Unternehmenswert fest?"], Dispute Resolution Forum Düsseldorf und Köln (DRF), 25 January 2005, Düsseldorf, Germany

- *Arbitral Tribunals as Mediators between Legal Systems – Best of both worlds?* ["*Schiedsgerichte als Mittler zwischen den Rechtssystemen – Best of Both Worlds!*"], dies academicus Heinrich-Heine-Universität Düsseldorf, 7 December 2004, Düsseldorf, Germany
- *Workshop: USA in a nutshell* ["*Workshop: USA kompakt*"], 6 December 2004, IHK Düsseldorf, Germany
- *Shareholder Disputes and Expulsion* ["*Gesellschafterstreit und Ausscheiden*"], Deutsches Anwaltsinstitut (DAI), 15 October 2004, Frankfurt, Germany
- *Dispute Resolution and Arbitration* ["*Streitbeilegung durch Schiedsverfahren*"], Deutsches Anwaltsinstitut (DAI), 30 September 2004, Frankfurt, Germany
- *Seminar regarding Arbitration* ["*Seminar zum Schiedsverfahren*"], Heinrich-Heine-Universität Düsseldorf, 9–11 July 2004, Bad Münstereifel, Germany
- *Strategies, Analysing Potential and Partners' Due Diligence* ["*Strategien, Potentialanalyse und Partnerbewertung*"], IAW, 2 July 2004, Bensberg, Germany
- *M&A Deals in Dispute – Preventative Measures from the Practicing Arbitrator's View* ["*M&A Deals im Streit – Präventive Empfehlungen aus der Sicht der Schiedsgerichtspraxis*"], MUPET, 28. June 2004, Munich, Germany
- *The Legal Education and the Legal Profession in Germany and in Europe: Comparison with the Law System in North America*, DAAD, 16 June 2004, Bonn, Germany
- *Business Conference on Northern America, Central America and Cuba* ["*Wirtschaftskonferenz Nordamerika, Zentralamerika und Kuba*"], IHK, 4 May 2004, Düsseldorf, Germany
- *Costs in Arbitration* ["*Kosten im Schiedsgerichtsverfahren*"], Deutsche Institution für Schiedsgerichtsbarkeit (DIS), 29 April 2004, Düsseldorf, Germany
- *Arbitration and Cartel Law* ["*Schiedsgerichtsbarkeit und Kartellrecht XXXVII. FIW Symposium*"], Enforcement – Durchsetzung des Wettbewerbsrechts, FIW, 25 -27 February 2004, Innsbruck, Germany
- *USA - Participating from the anticipated upswing* ["*USA – erfolgreich am nächsten Aufschwung teilhaben*"], IHK Münster, 21 November 2003, Münster, Germany
- *Bucerius Workshop: Legal Education in Germany*, Bucerius Law School Hamburg, 10 October 2003, Hamburg, Germany
- *Acquisition of a Business in the notarial practice* ["*Der Unternehmenskauf in der notariellen Praxis*"], Deutsches Anwaltsinstitut (DAI) Hamburg, 12-13 September 2003, Stuttgart, Germany
- *Business Practice USA – Visa, Permissions and Employment Law* ["*Wirtschaftspraxis USA: Visa, Genehmigungen, Arbeitsrecht*"], IHK Düsseldorf, 25 June 2003, Düsseldorf, Germany
- *Plotting Litigation Strategy in the Global Context*, International Bar Association (IBA), 19-20 June 2003, Chicago, USA



- *Introduction to Arbitration*, Association Internationale des Jeunes Avocats (AIJA), 28-31 May 2003, Milan, Italy
- *Business Practice USA – Choice of Location, Formation of a company, Distribution Strategy* ["*Wirtschaftspraxis USA: Standortwahl, Firmengründung, Vertriebsstrategie*"], Marketing, IHK, 8 May 2003, Düsseldorf, Germany
- *Challenges and Prospects of Medium-Size and Boutique Law Firms*, Industrie-Club, 2-3 Mai 2003, Düsseldorf, Germany
- *The Hölters & Elsing-Strategy – Legally focused Consultants – Small enough to Care* ["*Die H&E Strategie – Berater mit Schwerpunkt Recht – Small Enough to Care*"], Euroforum, 7-8 November 2002, Munich, Germany
- *Directors and Officers Liabilities*, International Bar Association (IBA), 21 October 2002, Cancun, Mexico
- *Acquisition of a Business in the notarial practice* ["*Der Unternehmenskauf in der notariellen Praxis*"], Deutsches Anwaltsinstitut (DAI), 13-14 September 2002, Düsseldorf und Frankfurt, Germany
- *Foreign Trade Day - Risk Management in International Business* ["*IHK Außenwirtschaftstag Risikomanagement im internationalen Geschäft*"], IHK, 12 September 2002, Krefeld, Germany
- *Crossborder Litigation and Dispute Resolution*, Center for International Legal Studies (CILS), 10-16 February 2002, Steamboat Springs, Colorado, USA
- *Dispute Resolution in International Business* ["*Streitbeilegung im internationalen Geschäft - durch Gericht oder Schiedsgericht?*"], IHK Münster, 20 February 2002, Münster, Germany
- *The Oral Hearing in State Court Civil Procedure and Arbitration* ["*Die mündliche Verhandlung im Zivilprozess und Schiedsverfahren*"], Heinrich-Heine-Universität Düsseldorf, 22-24 June 2001, Düsseldorf, Germany
- *Product Liability*, IHK, 6 June 2001, Dresden, 7 June 2001, Düsseldorf
- *Marketing Potential for Small- and Medium-Sized Law Firms* ["*Welche Marketingmöglichkeiten haben mittelgroße und kleinere Kanzleien?*"], Association Internationale des Jeunes Avocats (AIJA), 13-14 October 2000, Freiburg, Germany
- *US-American Law and its Study in the USA* ["*Amerikanisches Recht und sein Studium in den USA*"], Deutsch-Amerikanische Juristen-Vereinigung (DAJV), 24 November 2000, Bad Neuenahr, Germany