

Overview

Chapter I

– The Vis Moot: A Lifetime Experience –

Chapter II

– The Vis Moot: Facts and Figures –

Chapter III

– How to Start –

Chapter IV

– How to Write Effective Memoranda –

Chapter V

– How to Present Your Case before the Arbitral Tribunal –

Chapter VI

– Virtual Hearings –

Chapter VII

– Seven Days in Vienna and Hong Kong –

Chapter VIII

– Where to Go from Here –

Chapter IX

– Coaching –

Chapter X

– Views from the Dachgeschoß –

Chapter XI

– Views from Around the World –

Table of Contents

I. The Vis Moot: A Lifetime Experience	1
1. The Vis Moot Teaches You Invaluable Skills	2
2. The Vis Moot is a Tough Challenge	2
3. The Vis Moot is a Stepping Stone for Your Career	3
4. The Vis Moot Will Show You the “Real Life”	3
5. The Vis Moot is Meeting Nice People From All Over the World and Having Fun	4
6. Up Close and Personal: Interview With Professor Eric E. Bergsten ...	5
 II. The Vis Moot: Facts and Figures	 13
1. What is a “Moot Court”?	13
2. What is the Vis Moot?	14
3. Why Apply for the Vis Moot	16
4. History of the Vis Moot	18
5. The Timeframe of the Vis Moot	24
5.1 The Distribution of the Vis Moot Problem	25
5.2 Deadline for Requests for Clarification	26
5.3 Closing Date for Submission of Registration Form, Payment of Registration Fee Due	26
5.4 Memorandum for Claimant Due	27
5.5 Memorandum for Respondent Due	27
5.6 Official Welcome and Reception	28
5.7 General Rounds of Argument	28
5.8 Elimination Rounds of Argument	28
5.9 Awards Banquets	29
6. Up Close and Personal: Interview With the New President of the Willem C. Vis International Commercial Arbitration Moot	29
 III. How to Start	 39
1. Composition of the Teams	39
1.1 Eligibility	39
1.2 The Selection Process	40
1.3 The Number of Students in a Team	40
2. What Must be Done to Register?	42
2.1 Registration Process for the Vis Moot in Vienna	42
2.2 Registration Process for the Vis East Moot	42
3. Team Building	43
3.1 Why is Team Building so Important?	43
3.2 Some Suggestions for Team Building	44
4. The Benefits of Having a Coach and How to Find One	45
5. Getting to Know the Subject Matter	46
6. Kick-Off Meeting	48
6.1 How to Read the Problem	48
6.2 A Timetable	50
6.3 The Resources	50

6.4 The Assignment of the Issues	51
6.5 The Introduction to the Vis Moot Memoranda Writing Style ...	52
7. The Costs of the Vis Moot and the Possible Ways of Funding	53
7.1 The Costs	53
7.2 The Possible Funding Sources	56
8. "New Media" and the Vis Moot	56
8.1 Use New Media for Research!	57
8.2 Use New Media for Promotion!	57
8.3 Use New Media for Getting Together!	58
8.4 Use New Media for Your Supporters at Home!	58
8.5 A Note of Caution	59
9. Start Visa Application on Time	60
 IV. How to Write Effective Memoranda	 63
1. The Moot's "Written" Phase	63
1.1 Course of the "Written" Phase	63
1.2 The Basic Structure of Your Memorandum	63
1.3 Formalities and Tips for Brushing up Your Memorandum	68
1.4 Special Rules for the Memorandum for Respondent	70
1.5 The Grading of Your Submission	71
2. Reality Check: Submissions in International Arbitration	72
2.1 The Course of Written Submissions in International Arbitration	72
2.2 The Typical Content and Format of Written Submissions	74
2.3 The Cultural Divide Revisited: Different Styles of Briefs	75
3. Ground Rules for Writing Effective Submissions	76
3.1 Rule 1: KISS – Use Short Sentences	77
3.2 Rule 2: What Matters Most – Subject + Verb	79
3.3 Rule 3: Choose the Right Subject and Apply That Subject Consistently	80
3.4 Rule 4: Choose Wisely Between Active Voice and Passive Voice	82
3.5 Rule 5: Put the Power into the Verb, Avoid Nominalizations ..	83
3.6 Rule 6: Delete Adjectives and Adverbs	84
3.7 Rule 7: Do Not Overuse Legalese and Lawyerisms	85
3.8 Rule 8: Use Headings Effectively	86
3.9 Rule 9: Avoid Spelling Errors	87
3.10 Rule 10: Always Start by Indicating the Issue	87
4. Recommendations for Advanced Writing (Or: Rules For Winning) ...	89
4.1 Recommendation 1: Persuasion Triggers – the Hidden Power of the Word "Because"	90
4.2 Recommendation 2: Use Enumerations to Become More Persuasive	91
4.3 Recommendation 3: Use Evidence and Exhibits Effectively	93
4.4 Recommendation 4: "First Impressions Count, Last Impressions Stay"	94
4.5 Recommendation 5: Quote Powerfully	96
4.6 Recommendation 6: Create Images in Your Readers' Minds	97
 V. How to Present Your Case Before the Arbitral Tribunal	 101
1. The Setting of the Oral Pleadings	101
1.1 The Venue	101
1.2 The Arbitrators	102

1.3 The Number of Oral Hearings and the Number of Team Members Involved	102
1.4 The Available Time	103
1.5 The Typical Course of the Oral Pleading	104
1.6 The Grading System Used	105
2. Reality Check: Oral Pleadings in International Arbitration	106
2.1 Civil Law Style vs. Common Law Approach	106
2.2 Importance of Oral Pleadings	107
3. Before You Start	107
3.1 You Never Get a Second Chance	108
3.2 How You Look – it Matters	108
3.3 Make the Life of the Arbitrators Easy	109
3.4 Your Desk (Should Look Organized)	109
4. Ground Rules	110
4.1 Always Start Strong: Cognitive Dissonance and Confirmation Bias	110
4.2 How to Address the Arbitral Tribunal	111
4.3 Slow Down: Listening is Difficult	112
4.4 The Attention Span of the Arbitrators is Limited – KISS	112
4.5 Structure of Presentation is Vital	114
4.6 Know the Facts of the Case	116
4.7 Be Articulate	117
4.8 Teamwork – You Count as a Team so Behave as One	120
4.9 End on a Strong Note	121
5. Rules for Success	122
5.1 Be Daring, Be Different, Be First	122
5.2 Opening Bundles and Illustrative Objects	123
5.3 Entertain and Personalize	125
5.4 About Jokes	127
5.5 Customize Your Pleading for the Arbitrators	127
5.6 Be Suggestive of Spontaneity and React to the Other Side	129
5.7 Create Visual Images	130
5.8 Show That You Are More Than a Lawyer	131
6. About Questions	132
6.1 Demonstrate That You Appreciate the Question	133
6.2 Structure Your Answer	133
6.3 KISS	134
6.4 What if You Don't Know the Answer	135
7. The Minutes After the Oral Pleading	136
8. Training	137
8.1 Personality = Per Sound	137
8.2 Dealing with Nervousness (Thanks for Adrenaline!)	138
8.3 Write it Down and Rehearse	138
8.4 List of Questions	139
8.5 Structured Feedback and Videotaping	140
8.6 Practice: Pre-Moot Events	141
VI. Virtual Hearings	145
1. The Virtual Vis Moot	145
2. Virtual Hearings in Real Life Arbitration	146
2.1 Challenges With Virtual Hearings	147
2.2 Arguments in Favor of Virtual Hearings	148
2.3 Conclusion	149

3. Top 10 Tips for Virtual Hearings	150
3.1 Tip 1: Preparation is Key and Takes More Time	150
3.2 Tip 2: Focus on the Most Important Issues	151
3.3 Tip 3: Act Before the Camera	151
3.4 Tip 4: Allocate Defined Roles Within Your Team and Ensure Effective Communication With the Client	152
3.5 Tip 5: Resist the Temptation of Looking Into Your “Mirror” ..	153
3.6 Tip 6: Make Prudent Use of Hearing Bundles	153
3.7 Tip 7: Choose the Right Platform for Your Hearing	154
3.8 Tip 8: Ensure That You Have a Proper Setting	154
3.9 Tip 9: Beware of the Technical Traps	155
3.10 Tip 10: Testing, Testing, Testing	155
VII. Seven Days in Vienna and/or Hong Kong	157
1. Be Aware: The Moot is an Educational Tool With Competitive Elements – Not a Competition With Educational Side Effects	157
2. Being Team-Spirited: the Oral Pleadings	158
2.1 Vienna Calling	158
2.2 Mooties Go East	161
2.3 Whether in Vienna or Hong Kong: Let the Pleadings Begin	161
3. Being Social: Receptions and Parties	165
3.1 Receptions and Parties in Vienna	165
3.2 Receptions and Parties in Hong Kong	168
4. Being in Vienna: How to Make the Most of Your Stay	170
4.1 How Do I Get Around in Vienna?	171
4.2 Where Do I Stay in Vienna?	171
4.3 What To Do in Vienna?	172
4.4 Food Culture: What do I Eat in Vienna?	174
4.5 Views From Inside: Vienna in a Nutshell	175
5. Being in Hong Kong: How to Make the Most of Your Stay	178
5.1 How Do I Get Around in Hong Kong?	178
5.2 Where do I Stay in Hong Kong?	178
5.3 What To Do in Hong Kong	179
5.4 Food Culture: What do I Eat in Hong Kong?	183
5.5 Views From Inside: Hong Kong in a Nutshell	183
VIII. Where to Go From Here: Life Goes on After the Moot	187
1. Stay Involved: Moot Alumni Association	187
2. Come Back in a Different Role: Become a Moot Coach and/or Arbitrator	188
3. Looking Ahead: Job Opportunities in the Arbitration World	189
3.1 There is More Than One Career Path in International Arbitration	189
3.2 Arbitration Needs Input	189
3.3 Take Your Chances	190
4. An Exclusive Club: Women in Arbitration	190
4.1 The Present: Women in Arbitration are Outnumbered	190
4.2 Change in Progress: Perception of Women in the Business World	192
4.3 The Future: More Women in Arbitration Around the World ...	193

IX. Coaching	195
1. Coaches Make the Moot Work	195
1.1 Rise to the Level of a Coach	195
1.2 The Three Tasks of a Coach	196
1.3 How to Make Coaching Work	200
2. Let the Coaches Speak: Interview With the Coach of the University of Mannheim	201
X. Views from the Dachgeschoss	207
1. University of Vienna/Austria: One Team to Win the Moot!	208
2. The Stetson University College of Law/USA	215
3. The NOVA University of Lisbon/Portugal	224
4. Hokkaido University/Japan	230
5. Bucerius Law School, Hamburg/Germany	237
XI. Views from Around the World	247
1. Behind Closed Doors: Arbitral Proceedings in the Real World	247
2. Addicted to the Moot	249
3. New Capacity: What Makes Mooties Come Back as Arbitrators?	251
4. Arbitration in Brazil: Professional Sailing Through Tropical Waters ..	257
5. The Positive Paradox	261
6. Reality Check	264
7. International Arbitration in Asia	266
8. International Arbitration in Australia: Chances and Challenges	269
9. Farewell Mootie: How to Come Back in a Different Role	271
Who We Are	277