

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 Moot-Organizers	29
 III. How to Start	 37
1. Composition of the Teams	37
1.1 Eligibility	37
1.2 The Selection Process	38
1.3 The Number of Students in a Team	38
2. What Must Be Done to Register?	40
2.1 Registration Process for the Vis Moot in Vienna	40
2.2 Registration Process for the Vis East Moot	40
3. Team Building	41
3.1 Why Is Team Building so Important?	41
3.2 Some Suggestions for Team Building	42
4. The Benefits of Having a Coach and How to Find One	43
5. Getting to Know the Subject Matter	44
6. Kick-Off Meeting	46
6.1 A Timetable	46
6.2 The Resources	47
6.3 The Assignment of the Issues	48
6.4 The Introduction to the Vis Moot Memoranda Writing Style ...	48

7. The Costs of the Vis Moot and the Possible Ways of Funding	49
7.1 The Costs	49
7.2 The Possible Funding Sources	52
8. "New Media" and the Vis Moot	52
8.1 Use New Media for Research!	53
8.2 Use New Media for Promotion!	53
8.3 Use New Media for Getting Together!	54
8.4 Use New Media for your Supporters at Home!	54
8.5 A Note of Caution	55
9. Start Visa Application on Time	56
 IV. How to Write Effective Memoranda	 59
1. The Moot's "Written" Phase	59
1.1 Course of the "Written" Phase	59
1.2 The Basic Structure of Your Memorandum	59
1.3 Formalities and Tips for Brushing Up Your Memorandum	64
1.4 Special Rules for the Memorandum for Respondent	66
1.5 The Grading of Your Submission	67
2. Reality Check: Submissions in International Arbitration	68
2.1 The Course of Written Submissions in International Arbitrations	68
2.2 The Typical Content and Format of Written Submissions	70
2.3 The Cultural Divide Revisited: Different Styles of Briefs	71
3. Ground Rules for Writing Effective Submissions	72
3.1 Rule 1: KISS – Use Short Sentences	73
3.2 Rule 2: What Matters Most – Subject + Verb	75
3.3 Rule 3: Choose the Right Subject and Apply That Subject Consistently	76
3.4 Rule 4: Choose Wisely Between Active Voice vs. Passive Voice	78
3.5 Rule 5: Put the Power into the Verb, Avoid Nominalizations ..	79
3.6 Rule 6: Delete Adjectives and Adverbs	80
3.7 Rule 7: Do Not Overuse Legalese and Lawyerisms	81
3.8 Rule 8: Use Headings Effectively	82
3.9 Rule 9: Avoid Spelling Errors	83
3.10 Rule 10: Always Start by Indicating the Issue	83
4. Recommendations for Advanced Writing (Or: Rules For Winning)	85
4.1 Recommendation 1: Persuasion Triggers – The Hidden Power of the Word "Because"	86
4.2 Recommendation 2: Use Enumerations to Become More Persuasive	87
4.3 Recommendation 3: Use Evidence and Exhibits Effectively	89
4.4 Recommendation 4: "First Impressions Count, Last Impressions Stay"	90
4.5 Recommendation 5: Quote Powerfully	92
4.6 Recommendation 6: Create Images in Your Readers' Minds	93
 V. How to Present Your Case Before the Arbitral Tribunal	 97
1. The Setting of the Oral Pleadings	97
1.1 The Venue	97
1.2 The Arbitrators	98
1.3 The Number of Oral Hearings and the Number of Team Members Involved	98
1.4 The Available Time	99

1.5 The Typical Course of the Oral Pleading	100
1.6 The Grading System Used	101
2. Reality Check: Oral Pleadings in International Arbitration	102
2.1 Civil Law Style vs. Common Law Approach	102
2.2 Importance of Oral Pleadings	103
3. Before You Start	103
3.1 You Never Get a Second Chance	104
3.2 How You Look – It Matters	104
3.3 Make the Life of the Arbitrators Easy	105
3.4 Your Desk (Should Look Organized)	105
4. Ground Rules	106
4.1 Always Start Strong: Cognitive Dissonance and Confirmation Bias	106
4.2 How to Address the Arbitral Tribunal	107
4.3 Slow Down: Listening Is Difficult	108
4.4 The Attention Span of the Arbitrators Is Limited – KISS	108
4.5 Structure of Presentation Is Vital	110
4.6 Know the Facts of the Case	112
4.7 Be Articulate	113
4.8 Team Work – You Count as a Team so Behave as One	116
4.9 End on a Strong Note	117
5. Rules for Success	118
5.1 Be Daring, Be Different, Be First	118
5.2 Opening Bundles and Illustrative Objects	119
5.3 Entertain and Personalize	121
5.4 About Jokes	123
5.5 Customize Your Pleading for the Arbitrators	123
5.6 Be Suggestive of Spontaneity and React to the Other Side	125
5.7 Create Visual Images	126
5.8 Show That You Are More Than a Lawyer	127
6. About Questions	128
6.1 Demonstrate That You Appreciate the Question	129
6.2 Structure Your Answer	129
6.3 KISS	130
6.4 What If You Don't Know the Answer	130
7. The Minutes After the Oral Pleading	132
8. Training	132
8.1 Personality = Per Sound	133
8.2 Dealing with Nervousness (Thanks for Adrenaline!)	134
8.3 Write It Down And Rehearse	134
8.4 List of Questions	135
8.5 Structured Feedback and Videotaping	136
8.6 Practice: Pre-Moot Events	137
VI. Virtual Hearings	141
1. The Virtual Vis Moot	141
2. Virtual Hearings in Real Life Arbitration	142
2.1 Challenges With Virtual Hearings	143
2.2 Arguments in Favor of Virtual Hearings	144
2.3 Conclusion	145
3. Top 10 Tips for Virtual Hearings	146
3.1 Tip 1: Preparation is Key and Takes More Time	146
3.2 Tip 2: Focus on the Most Important Issues	147

3.3 Tip 3: Act Before the Camera	147
3.4 Tip 4: Allocate Defined Roles Within Your Team and Ensure Effective Communication With the Client	148
3.5 Tip 5: Resist the Temptation of Looking Into Your “Mirror” ..	149
3.6 Tip 6: Make Prudent Use of Hearing Bundles	149
3.7 Tip 7: Choose the Right Platform for Your Hearing	150
3.8 Tip 8: Ensure That You Have a Proper Setting	150
3.9 Tip 9: Beware of the Technical Traps	151
3.10 Tip 10: Testing, Testing, Testing	151
VII. Seven Days in Vienna and/or Hong Kong	153
1. Be Aware: The Moot is an Educational Tool With Competitive Elements – Not a Competition With Educational Side Effects	153
2. Being Team-Spirited: The Oral Pleadings	154
2.1 Vienna Calling	154
2.2 Mooties Go East	157
2.3 Whether in Vienna or Hong Kong: Let the Pleadings Begin	157
3. Being Social: Receptions and Parties	161
3.1 Receptions and Parties in Vienna	161
3.2 Receptions and Parties in Hong Kong	164
4. Being in Vienna: How to Make the Most of Your Stay	166
4.1 How Do I Get Around in Vienna?	167
4.2 Where Do I Stay in Vienna?	167
4.3 What To Do in Vienna?	168
4.4 Food Culture: What Do I Eat in Vienna?	170
4.5 Views From Inside: Vienna in a Nutshell	171
5. Being in Hong Kong: How to Make the Most of Your Stay	172
5.1 How Do I Get Around in Hong Kong?	172
5.2 Where Do I Stay in Hong Kong?	173
5.3 What To Do in Hong Kong	173
5.4 Food Culture: What Do I Eat in Hong Kong?	177
5.5 Views From Inside: Hong Kong in a Nutshell	177
VIII. Where to Go From Here: Life Goes on After the Moot	181
1. Stay Involved: Moot Alumni Association	181
2. Come Back in a Different Role: Become a Moot Coach and/or Arbitrator	182
3. Looking Ahead: Job Opportunities in the Arbitration World	183
3.1 There Is More Than One Career Path in International Arbitration	183
3.2 Arbitration Needs Input	183
3.3 Take Your Chances	184
4. An Exclusive Club: Women in Arbitration	184
4.1 The Present: Women in Arbitration Are Outnumbered	184
4.2 A Change in Progress: Perception of Women in the Business World	186
4.3 The Future: More Women in Arbitration around the World	187
IX. Coaching	189
1. Coaches Make the Moot Work	189
1.1 Rise to the Level of a Coach	189
1.2 The Three Tasks of a Coach	190
1.3 How to Make Coaching Work	194

2. Let the Coaches speak: Interview with the Coaches of HSE Moscow	195
3. A Different Coaching Experience: Development Programs in the Vis Moot	199
 X. Views from the Dachgeschoss	 205
1. University of Buenos Aires/Argentina: One Team to Win the Moot!	206
2. Singapore Management University/Singapore: Talking about Singaporean Food-religion and <i>Kiasu</i>	212
3. Hokkaido University/Japan: A Clash of Cultures?	216
4. Bahir Dar University/Ethiopia: Promoting Africa	223
5. University of Vienna/Austria: Where the World Meets	228
6. Moscow National Research University Higher School of Economics/Russia: Trying Something New	232
7. Bucerius Law School, Hamburg: Winning the Virtual Vis Moot	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. Arbitration in Brazil: Professional Sailing through Tropical Waters .	251
4. The Positive Paradox	255
5. Reality Check	258
6. International Arbitration in Asia	260
7. International Arbitration in Australia: Chances and Challenges	263
8. International Arbitration in Eastern Europe: Chances and Challenges	265
9. Farewell Mootie: How to Come Back in a Different Role	269
 Who We Are	 273