

Presenting a Case Before an International Tribunal: Navigating Cross-Cultural Issues

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I will discuss some of the ways in which different cultural preferences and expectations can impact upon effective advocacy. The basis for my presentation is my experience of international arbitration – where the witnesses, clients, opponents and tribunal members can come from disparate cultural and legal backgrounds. I will offer a few examples of how tricky issues tend to arise. Whilst the issues are very real, I think their resolution often lies in principles which are of general application to all good advocacy. I will expand upon this thesis in my presentation and seek to relate what I am saying to a NZ context.