



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

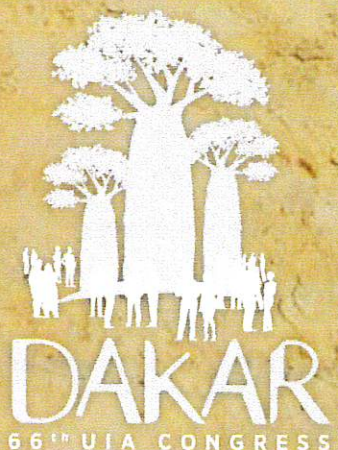
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ORDRE
DES AVOCATS
DU SÉNÉGAL

**FINAL
PROGRAMME**
66th UIA CONGRESS
OCTOBER 26-30, 2022
#UIADAKAR

DAKAR



9.30 AM - 1.00 PM

Session	Theme	Presidents	Speakers
International Sale of Goods / Transport Law ♦ Room 202 	International Commercial Sales: Challenges in Contract Drafting, Transport Risks and Documentary Fraud <p>The International Sale of Goods and the Transport Law Commissions have decided to organise a joint session during the Dakar Congress, to address the main legal issues that affect international sales of goods and their delivery, with a strategic and pragmatic approach. The session will focus on a comparison between the CISG and OHADA Uniform Act with regard to contract law, and the status of the project to reform sales law in the OHADA countries, with the aim of identifying possible differences in regulations, as well of raising awareness of the most topical issues concerning the sale and transport of goods in/from OHADA countries.</p> <p>The debate will involve highly qualified practitioners from different jurisdictions who will discuss the main practical questions related to the drafting of sale contracts and transport documents, starting with analysis of the most widely used standard forms in international trade, and paying particular attention to the allocation of risk between the contracting parties. In this context, the aim of the session will be to explore the best practices in drafting effective contract clauses in international sales and transport contracts, and to offer suggestions for choosing evaluation approaches and appropriate tools to be adopted from the perspective of each contracting party, in order to mitigate the numerous risks that may occur in international transactions.</p>	Mariaelena GIORCELLI (Bortolotti, Mathis & Associati) <i>Turin, Italy</i> Alberto PASINO (Zunarelli Studio Legale Associato) <i>Trieste, Italy</i>	Marilena BACCI <i>Frankfurt, Germany</i> Alix BOSSON (HFW) <i>Geneva, Switzerland</i> Antonio FRATICELLI (Avv. Antonio Fraticelli - Studio Legale) <i>Bologna, Italy</i> Irene GRASSI (Cocuzza & Associati Studio Legale) <i>Bologna, Italy</i> Bernardo MENDES VIANNA (Vieira Rezende Advogados) <i>Rio de Janeiro, Brasil</i> Anna MONTESANO (University of Pisa) <i>Pisa, Italy</i> Ulrich MÜNZER <i>Stuttgart, Germany</i> Sokhna Oumou NIANG (AF Legal) <i>Dakar, Senegal</i> Elena ORRÙ (University of Bologna) <i>Bologna, Italy</i> Lynne R. OSTFELD (Lynne R. Ostfeld PC) <i>Chicago, IL, United States</i> Francisco RAMOS ROMEU (RYA Abogados) <i>Barcelona, Spain</i> Benjamin STRAUSS (McDermott Will & Emery) <i>Wilmington, DE, United States</i> Wim VAN HEMELÉN (Bettens De Cocker Van Hemelen) Antwerp, Belgium
	Establishing and Operating a Successful Law Firm Ready for the 21st-Century <p>This session will identify and discuss the features of establishing and operating successful law firm. Starting with the basics, panels of senior lawyers will share their knowledge and experience as we discuss the process of creating a new law firm and building in optimal operating and management structures. Topics will include the key features of a partnership deed, how to pay partners and other lawyers, how to organise the business, how to use technology to maximise efficiency, how to create a business plan and techniques for acquiring clients. We will also discuss likely future developments with a view to ensuring that our law firm will succeed for the remainder of the 21st-century. We look forward to our panels and audience sharing experiences of the techniques that have worked well (and those that have not).</p>	James GRENNAN (A&L Goodbody) <i>Dublin, Ireland</i> Anibal SABATER (Chaffetz Lindsey LLP) <i>New York, NY, United States</i>	Ignacio CORBERA DALE (Garrigues) <i>London, United Kingdom</i> Marc FYON (Stibbe) <i>Brussels, Belgium</i> Adrian KNIGHT (Knight & Smart Korr) <i>London, United Kingdom</i> Pedro PAIS DE ALMEIDA (Abreu Advogados) <i>Lisbon, Portugal</i>

**Management
of Law Firms /
The Future
of the Lawyer**
♦
Press Room