

## **PROGRAMME**

### **15.30 REGISTRATION AND COFFEE**

### **16.00 WELCOMING SPEECH**

*André Andersson*, Partner, Mannheimer Swartling

#### **HISTORY AND BACKGROUND – IN THE BEGINNING...**

A brief look at legal history and philosophy, tracing the development of common law and civil law. A comparison and contrast between their respective traditions and systems.

*Sarah Hoskins*, Professional Development Lawyer, Mannheimer Swartling

#### **THE LEGAL PROFESSIONS – HUMBLE SERVANTS OR MOVIE STARS?**

Judicial careers, judicial approach, power of precedent – what is the practical impact of these factors in Swedish and English and US law?

*William McKechnie*, Head of Corporate Legal, If P&C Insurance

#### **CONTRACTS – THE LONG AND THE SHORT OF IT**

Why do Anglo-Saxon lawyers produce such long documents? What are the drawbacks? Does size matter?

*Adam Green*, Partner, Mannheimer Swartling

#### **DIFFERENCES IN NEGOTIATION STYLE AND STRATEGIES**

Nordic cool and Anglo verbosity – each culture brings its own distinct style to the negotiation table. But how do you get to a "yes" with an opponent from the other culture.

*Stephen Powell*, Partner, Slaughter and May

#### **PANEL DISCUSSION: COMMON V CIVIL – IS THERE A DIFFERENCE?**

Convergence? Have the answers ever been different? How are the methodologies changing?

A discussion among the speakers, moderated by *André Andersson*

### **17.30 LIGHT BUFFET AND DRINKS**