

The Guide to Advocacy: Opening Submissions

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Franz Schwarz wrote a chapter in the Global Arbitration Review's third edition of *The Guide to Advocacy* titled "Opening Submissions."

Excerpt: This chapter provides an overview of topics and techniques to consider in the preparation and delivery of opening submissions in international arbitration. It covers both some rhetorical approaches and pitfalls; examines the content and structure of such presentations, including how to address weaknesses in one's case; and closes with thoughts on specialised presentations on technical matters or on quantum. A word of warning, though: good advocacy is inherently subjective, and what works well for one counsel will not work for another. Each advocate needs to find their own authentic voice. In that sense, the thoughts expressed below are not hard and fast rules, but mere invitations of what you might consider as you prepare for your next opening speech.

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