



Damages Claims in International Arbitration: **Getting the most out of your expert**

Erin B. McHugh, MBA, CFA

Associate Director, NERA Economic Consulting

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How to get the most out of your expert

At different stages of the arbitration



At the beginning of the case



Preparing for the submissions



At the hearing

How to get the most out of your expert

At different stages of the arbitration



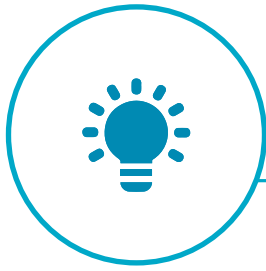
At the beginning of the case



Preparing for the submissions



At the hearing



At the beginning of the case Involve your expert early on

1. To assist in the framing of the case
2. To provide an early indication of the strengths and weaknesses of the case, the potential heads of damages and quantum estimates
3. **It is never too early**—getting your expert involved too late can be very costly

How to get the most out of your expert

At different stages of the arbitration



At the beginning of the case



Preparing for the submissions



At the hearing



Preparing for the submissions

Getting the best expert report

1. Provide a clear picture of the legal case
2. Keep expert focused on the key issues
3. Ask questions, request explanations and clarifications, and ask for sensitivity analyses
4. Do not underestimate the value of replicable, data-driven statistical analyses
5. Ask your expert to review the relevant parts of the memorial

How to get the most out of your expert

At different stages of the arbitration



At the beginning of the case



Preparing for the submissions



At the hearing



Preparing for and attending the hearing

Make effective use of your expert

1. Expert presentation
2. Ask your expert to help:
 - Generate questions for the opposing expert
 - Anticipate likely answers

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Thank you

Erin B. McHugh

Associate Director
NERA—London
+44 207 659 8736
erin.mchugh@nera.com