

VIAC – Questionnaire for Arbitrators

1. **Name:** Courtney Lotfi

2. **Citizenship:** USA

3. **Contact information:**

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4. **Current position:** counsel

5. **Education:**

- Juris Doctor, Pace University School of Law
- International law certificate, Pace University School of Law
- Bachelor of Arts, Franklin College Switzerland

6. **Practiced experience in arbitration**

- How many arbitrations have you participated in (domestic/international); under which Rules? >30 arbitrations (1x domestic / >25 international) under the following rules: VIAC, ICC, SCC, UNCITRAL, AAA, ICDR, DIS, SIAC, DIA and ad hoc
- How often have you acted as Chairman? 0
- How often have you acted as Sole Arbitrator? 0
- How often have you acted as Co-Arbitrator? 0
- How often have you acted as Counsel? >30
- How often have you acted in a different function (e.g. Administrative Secretary)? 3

7. **Publications and other activities in arbitration (e.g. training sessions, seminars, conferences, articles and others):**

Publications:

- “The Overlap between Insolvency Proceedings and Arbitration: The Potential for Abuse and Inconsistent Results?,” Transnat’l Disp. Mgmt (March 2021)(co-author with I. Lightbody)

- “Document Production in International Arbitration,” LexisNexis Practice Note, Spring 2021
- “Document Production in International Arbitration,” LexisNexis Practice Note, Autumn 2019
- Co-author, “Financial Sector Dispute Resolution in a Post-Brexit World,” 34/3 J.I.B.L.R. 1 (2019) (co-author with M. Huertas)
- “Conflicting Document Production Laws May Result in International Discovery Restrictions,” 8/1 INFO. L.J. 4, December 2016
- “Documentary Evidence and Document Production in International Arbitration,” 11/4 Transnat’l Disp. Mgmt, 2014, *Yearbook on International Arbitration*, Vol. IV (Marianne Roth & Michael Geistlinger eds., 2015)
- “Investor-State Dispute Settlement Provisions in the Trans-Atlantic Trade and Investment Partnership,” 22 Arb. Watch 1, 4, 2014
- “Amendment of the Austrian Arbitration Law,” 22 Arb. Watch 1, 4 (2014)
- “Procedural and Institutional Rule Changes Set to Further Advance Austrian Presence in International Arbitration,” 19/1 Arb. News 49 (co-author with G. Horvath)
- “Introduction to Arbitration under the US System,” in *Angloamerikanische Rechtssprache* 193 (Franz J. Heidinger & Andrea Hubalek eds., 2013)(co-author with J. Power)

Speaking engagements / teaching

- Lecturer, University of Bonn, Trial Advocacy, US Federal Rules of Evidence, and US Federal Rules of Civil Procedure, 2018-present
- Speaker, “Arbitrating during the COVID-19 pandemic,” Dentons Business Bites, July 30, 2020
- Speaker, “Confidentiality in arbitration,” seminar for in-house counsel, Munich, October 2018
- Speaker, “Post-M&A arbitration,” DIS40 Autumn Conference, Berlin, September 2018
- Speaker, “Introduction to Arbitration,” Frankfurt, August 2018
- Speaker, “The role of factual and expert witnesses in arbitration,” Munich, December 2017
- Speaker, “Confidentiality in arbitration,” Arbitration Forum for in-house counsel, client seminar, November 2017
- Speaker, “Everything you ever wanted to know about arbitration,” Munich, September 2017
- Speaker, “Arbitration in the energy sector,” Energy Community Summer School, Ohrid, August 2017
- Speaker, “Initiating arbitration,” London, July 2017
- Speaker “Evidence in international arbitration,” Young Arbitrators Panel, CILS International Arbitration Symposium, Salzburg, May 2014
- Speaker, “Witness preparation in international arbitration,” Young Austrian Arbitration Practitioners Roundtable, Vienna, May 2014
- Speaker, “Witness preparation in international arbitration,” Garmisch, January 2014
- Speaker on recent energy sector ICC arbitrations/introduction to gas price review, Paris, September 2013
- Speaker, the Pre-Congress Workshop preceding C5’s Third Annual Congress on Successfully Negotiating and Renegotiating Long-Term Gas Supply Contracts, with G. Petrochilos and C. Borris, Berlin, July 2013
- Speaker, the 2013 VIAC Rules of Arbitration and Conciliation, Vienna, June 2013
- Speaker, “Recent trends in European gas arbitration,” Houston, January 2013
- Speaker, “Preparing for the show and staying sane while doing it,” Sinzig, November 2012
- Speaker on discovery in international arbitration, Vienna, April 2012
- Speaker on gas pricing disputes, Cannes, September 2011
- Speaker on discovery and rules of evidence during client workshops, Vienna, October and December 2010
- Guest lecturer on arbitration at the University of Vienna (2009), Uninova (2009), and Pace University School of Law, Vienna program, 2009-2010

8. Membership in arbitral institutions / functions in arbitral institutions/organizations:

- Austrian Arbitration Association (ArbAut), Young Austrian Arbitration Practitioners (YAAP)
- German Arbitration Institution (DIS) – DIS40
- International Centre for Dispute Resolution Young & International (ICDR Y&I)

9. Languages

Mother tongue: English

Working languages (i.e. languages in which you have both a spoken and written command so that you may conduct arbitral proceedings in this language): English, German

10. In which legal systems have you trained?

- | | | |
|--|--|--|
| <input checked="" type="checkbox"/> Civil Law | <input checked="" type="checkbox"/> Common Law | |
| <input checked="" type="checkbox"/> Austrian Law | <input type="checkbox"/> Hungarian Law | <input type="checkbox"/> Swiss Law |
| <input type="checkbox"/> Czech Law | <input type="checkbox"/> Polish Law | <input type="checkbox"/> Ukrainian Law |
| <input checked="" type="checkbox"/> German Law | <input type="checkbox"/> Slovakian Law | <input checked="" type="checkbox"/> European Law |

Other USA

11. What is your main jurisdiction of practice? International, having acted predominantly in Europe (e.g., Austria, Germany, Switzerland, Czech Republic, United Kingdom), as well as North America (United States), South America (Brazil, Argentina), and Asia (China, South Korea, Thailand)

12. In which jurisdictions are you admitted to the bar?

- Virginia, USA (Attorney and counsellor at law)
- Rechtsanwaltskammer Frankfurt, Germany (Registered Foreign Lawyer)

13. Special expertise or specializations (please list a maximum of five):

- | | | | |
|---|--|---|---|
| <input type="checkbox"/> Antitrust/Unfair competition | <input type="checkbox"/> Damages | <input type="checkbox"/> Insolvency | <input type="checkbox"/> Power plants |
| <input type="checkbox"/> Aviation | <input type="checkbox"/> Distribution | <input type="checkbox"/> Insurance | <input type="checkbox"/> Private Intern. Law |
| <input type="checkbox"/> Banking & Finance | <input type="checkbox"/> Domain name disputes | <input type="checkbox"/> Intellect. property (IP) | <input type="checkbox"/> Public Intern. Law |
| <input type="checkbox"/> Capital markets | <input type="checkbox"/> Employment | <input type="checkbox"/> ISDS/ Foreign invest. | <input type="checkbox"/> Real estate |
| <input checked="" type="checkbox"/> CISG | <input checked="" type="checkbox"/> Energy | <input type="checkbox"/> Joint ventures | <input type="checkbox"/> Shipping |
| <input type="checkbox"/> Civil fraud disputes | <input type="checkbox"/> Engineering | <input type="checkbox"/> Licensing | <input type="checkbox"/> Sports |
| <input checked="" type="checkbox"/> Commercial disp. / transactions | <input type="checkbox"/> Entertainment | <input type="checkbox"/> Life sciences | <input type="checkbox"/> State/Public contracts |
| <input type="checkbox"/> Commodity market | <input type="checkbox"/> Healthcare & Pharmac. | <input type="checkbox"/> Maritime arbitration | <input type="checkbox"/> Technology |
| <input checked="" type="checkbox"/> Company/Corporate/M&A | <input type="checkbox"/> Hotel/Gastro./Tour. | <input type="checkbox"/> Media | <input type="checkbox"/> Telecommunication |
| <input type="checkbox"/> Construction | <input type="checkbox"/> Inform. technology (IT) | <input type="checkbox"/> Mining | <input type="checkbox"/> Transport |
| <input checked="" type="checkbox"/> Contract law | <input type="checkbox"/> Infrastructure | <input type="checkbox"/> Natural resources | |
| <input type="checkbox"/> Other _____ | | | |

14. Date of birth: 30 July 1980

VIAC offers arbitration practitioners the possibility to present themselves on its website. VIAC reserves the right to publish any presentations submitted and to remove it as the case may be. Parties are free to nominate an arbitrator of their choice and so is the VIAC Board when appointing an arbitrator. These presentations do not constitute recommendations but may assist the parties in choosing an arbitrator

