# The Art of Argument A Guide to Mooting

There is no greater skill for a law student than constructing a logical and compelling argument. *The Art of Argument: A Guide to Mooting* guides the reader through the process of developing, presenting and defending a convincing argument in an international mooting competition – a setting where students from around the world come together to argue a hypothetical case and hone their skills as advocates.

The book explains the secrets of success in mooting, in a simple, step-by-step style. It describes:

- what to do when you first get the moot problem
- how to begin researching the subject matter
- how to build an argument
- how to present written and oral submissions
- the value of practice moots
- how to handle yourself at the competition.

This book is primarily aimed at students who are preparing to participate in an international mooting competition. However, other students will find the techniques applicable in all areas of their study and exam preparation, and coaches of moot teams will find it an invaluable source of hints, tips and useful advice.

**Christopher Kee** is a lecturer in law at Deakin University, with a private practice in the field of arbitration. He has an extraordinary record of success as a participant and coach in domestic and international moot teams.

# The Art of Argument

## A Guide to Mooting

Christopher Kee



## CAMBRIDGE

CAMBRIDGE UNIVERSITY PRESS Cambridge, New York, Melbourne, Madrid, Cape Town, Singapore, São Paulo

Cambridge University Press 477 Williamstown Road, Port Melbourne, VIC 3207, Australia

Published in the United States of America by Cambridge University Press, New York

www.cambridge.org Information on this title: www.cambridge.org/9780521685139

© Christopher Kee 2006

First published 2006

Printed in Australia by Ligare

A catalogue record for this publication is available from the British Library

National Library of Australia Cataloguing in Publication data

Christopher Kee The Art of Argument: A Guide to Mooting Bibliography. Includes index. ISBN-13 978-0-52168-513-9 paperback ISBN-10 0-52168-513-3 paperback 1. Debates and debating – Handbooks, manuals, etc. I. Title. 808.53

ISBN-13 978-0-52168-513-9 paperback ISBN-10 0-52168-513-3 paperback

#### Reproduction and Communication for educational purposes

The Australian Copyright Act 1968 (the Act) allows a maximum of one chapter or 10% of the pages of this work, whichever is the greater, to be reproduced and/or communicated by any educational institution for its educational purposes provided that the educational institution (or the body that administers it) has given a remuneration notice to Copyright Agency Limited (CAL) under the Act.

For details of the CAL licence for educational institutions contact:

Copyright Agency Limited Level 15, 233 Castlereagh Street Sydney NSW 2000 Telephone: (02) 9394 7600 Facsimile: (02) 9394 7601 E-mail: info@copyright.com.au

#### Reproduction and Communication for other purposes

Except as permitted under the Act (for example a fair dealing for the purposes of study, research, criticism or review) no part of this publication may be reproduced, stored in a retrieval system, communicated or transmitted in any form or by any means without prior written permission. All inquiries should be made to the publisher at the address above.

Cambridge University Press has no responsibility for the persistence or accuracy of URLs for external or third-party internet websites referred to in this publication and does not guarantee that any content on such websites is, or will remain, accurate or appropriate.

## Contents

Preface		<i>page</i> xi	
Ac	Acknowledgments		
Pa	rt 1: Making the most of a moot		
1	Introduction	3	
	What is mooting?	3	
	Why join a moot team?	4	
	Job opportunities	4	
	Team work	4	
	Intensive training	5	
	International travel	5	
	New perspectives	5	
	How to use this book	6	
2	You've made the team – what next?	7	
	Before you begin	7	
	Timing and commitment	7	
	What about money?	8	
	The moot problem	10	
	Read the problem	10	
	Read the rules of the competition	10	
	Asking for help	11	
	Setting deadlines	12	
3	Being part of a team	13	
	The keys to a successful team	13	
	Attitude	13	
	Identify strengths and weaknesses in the team	13	

V

## CAMBRIDGE

vi

Contents

	Dealing with a crisis of confidence	14
	Maintaining trust	15
	Do you need to be friends?	16
4	Building an argument	18
	The basic steps	18
	Step 1 – Read the facts and decide	
	instinctiv ly who should win	18
	Step 2 – Identify who you are representing	19
	Step 3 – Compile a list of arguments	20
	Step 4 – Imagine you represent the other side	20
	Step 5 – Repeat steps 3 and 4 at least five times	21
5	Written documents	23
U	Memoranda and memorials	23
	The tips and tricks of writing	24
	Knowing your purpose and your audience	24
	Setting up your document	26
	Referencing	29
	Writing style	34
	Presenting information to the team scribes	35
	Structuring your document	36
	Basic rules of writing	39
	Editing	44
	The second document	46
	Preparing a genuine response	46
	The outline of submissions	49
	The casebook	50
6	Oral submissions	52
	How to structure an oral submission	54
	Making a start	54
	Dealing with the expectations of moot masters	55
	Creating a persuasive case	56
	Handling questions	60
	Responding to a submission	69
	Presenting an oral submission	71
	Preparation	72
	Physical appearance	72

## CAMBRIDGE

Cambridge University Press 978-0-521-68513-9 - The Art of Argument: A Guide to Mooting Christopher Kee Frontmatter More information

	Contents	vii
Time keeping		73
Opening formalities		74
Using case materials		77
Voice and delivery		79
Body language		82
Speaking from notes		83
Building rapport with the moot master		87
Know how the moot is to be run		89
Dealing with mistakes		92
Continue the team work		92
7 Practice moots		94
When to start doing practice moots		94
Who can be a practice moot master?		95
Variety is key		95
Using experienced moot masters		96
Making the most of practice moots		97
Record the moot		98
Inter-varsity practice moots		98
8 The competition itself		100
Getting there		100
During the competition		102
What to do when you are not mooting		104
9 After it's all over		106
Make the most of your opportunities		106
Help subsequent teams		107
Part 2: References and resources		
Competition specific/mooting skills		111
Legal writing and research		112
International commercial arbitration		112
International Court of Justice		115
International commercial law		115
Intellectual property		119
International law (general)		121
Humanitarian law/armed intervention		122
Environmental law		123
Maritime law		124

Cambridge University Press
978-0-521-68513-9 - The Art of Argument: A Guide to Mooting
Christopher Kee
Frontmatter
Moreinformation

#### viii Contents

Part 3: International moots	
Willem C Vis International Commercial	
Arbitration Moot	129
Willem C Vis International Commercial Arbitration	
Moot (East)	132
Philip C Jessup International Law Moot	
Court Competition	134
Annual International Inter-university Intellectual	
Property Moot at Oxford	136
International Maritime Moot	139
The Telders International Law Moot Court	
Competition	141
Jean Pictet Competition	142
ELSA Moot Court Competition EMC2	144
Manfred Lachs Space Law Moot Court Competition	144
Index	146

## Preface

Every book has a purpose and this one is no different. This book is primarily aimed at students who are interested in participating in an international mooting competition. However, many of the strategies outlined in the book apply also to domestic moots, as well as to general preparation for exams and assignments. Many coaches of moot teams will find the tips suggested in this book to be extremely helpful in achieving success for their team.

The book is based on the fundamental premise that mooting, and in particular mooting at international competitions, should be fun. The fact that you are participating in a competition is simply the framework that will enable you to have fun. Winning the competition should not be your ultimate goal. Winning is certainly a worthy goal and achievement. However, the knowledge and experience you acquire along the way, and the lifelong friends you will make, are ultimately worth more than your name on a trophy.

In 1999 I was part of the Deakin University team that participated in and won the oral hearings of the Willem C Vis International Arbitration Moot held in Vienna, Austria. I have also coached teams to success in other moot competitions. At the inaugural Madhav Rao Scindia International Moot Court Competition, hosted by the University of Delhi, my students won three of the four prizes on offer, including winning the moot itself. In addition, my students have won numerous individual awards. So when you read this book be assured that it is written from experience. I understand intimately the process you are about to embark upon. I have been through the emotional highs and lows, and I know how to win.

This book is written in a style that is designed to speak to you. It is both informal and informative. It is not a stuffy legal text that

#### xii Preface

spouts rules of law that you must obey. On the contrary, this book encourages you to be creative, and to think about issues in new ways. It is a "how to" book that concentrates on practical aspects of mooting to assist you through the process; its focus is not the law that may sometimes weigh heavily on your shoulders.

I want to share my secrets of success because I do not believe they should be secrets. Mooting is a very worthwhile educative tool. Through the process of mooting you learn how to construct analytical arguments, to present your point logically and soundly, and to consider and address the queries and concerns of your opponent and the moot master. For a law student there is no greater skill than constructing a logical and compelling argument. High-level international moot competitions are probably the closest you will get to a real legal case, while you are still a student. By this I mean a case that you are responsible for: a case where you are the advocate, and where your client's future depends on your ability to argue.

International moots serve an even greater purpose. By their very nature, international moot competitions are examples of disputes that are solved in a peaceful and non-violent manner. At a time in history we may come to remember for its acts of horrific violence and its "war on terror", it is comforting to know that some disputes can still be resolved amicably and reasonably. With all this in mind, I wish you good luck as you embark upon your journey. I know that you will find this book useful, and I ask that you never forget the most important piece of advice I can give you – have fun!

# Acknowledgments

There are many people who deserve recognition and thanks, because without their assistance this book would not have been written: Jill Henry at Cambridge University Press, who patiently guided me through this process; Catherine Ng, who provided nearly all the references and annotations relating to intellectual property; Professor Eric Bergsten, Louise Barrington and Michael Peil, who are directors of the Vis Moot, Vis Moot (East) and Jessup Moot respectively; my moot teams, who perhaps without realising it, identified many of the areas I have written on; and my colleagues at Keelins and Deakin who manage to put up with me. Particular thanks must be given to my parents, Kevin and Patricia Kee, and my brother Michael Kee. My family has been a great source of support and inspiration, not to mention proofreaders. The last thank you is the most important. Professor Jeff Waincymer was my coach when I participated in the Vis Moot. It was he who taught me the secrets of success. I attribute many of the things I have achieved in my professional career to my participation in the moot. I will be forever grateful for all that he taught me.

Christopher Kee Lecturer, School of Law, Deakin University