

# Business-Astute Solutions to International Disputes

ASTUTE .

DISPUTE  
RESOLUTION



# Who Are We?

I am **Nhu-Hoang Tran Thang**, licensed in Paris and as a foreign lawyer in Geneva.

I am French-trained, and I have practiced international arbitration in Switzerland since my qualification in 2010.

As Astute Dispute Resolution navigates its initial growth phase, my strategy involves leveraging immediate connections to both **emerging arbitration talents practicing independently** and **seasoned lawyers**, including Swiss law specialists and local litigators .

This setup ensures that Astute Dispute Resolution is well-prepared with a versatile team that I personally coordinate. In practical terms, this means I am your **principal point of contact**, overseeing and integrating the work of our freelancers to maintain consistency and excellence.

Before any collaboration begins, I conduct thorough **conflict checks** and ensure a **transparent introduction** of team members to both clients and co-counsel.

Astute Dispute Resolution's long term promise rests on high standards of practice, an optimized use of technologies, and the seamless incorporation of skilled lawyers. While a short term ambition is to hire permanent colleagues, Astute Dispute Resolution will continue in the future to rely on the power of **Expert Collaboration** for superior client outcomes.



# My Expertise



Lausanne/Geneva, Switzerland



Swiss, with Vietnamese origins



Paris, 2010 (registered as from March 2014)  
Geneva (foreign lawyer), 2016



French, English, Spanish



Master of Laws (LL.M) (with Honours), Northwestern University, Chicago (2009)

Master 2 professional in Litigation, Arbitration and ADR (First Class Honours), University Paris II Panthéon-Assas, Paris (2008)

Master 2 research in International and European Economic Law, University Paris X Nanterre, Paris (2007)

Master 1 in International Business Law, University Paris I Panthéon-Sorbonne, Paris (2006)

Master in International Relations, Graduate Institute of International and Development Studies, Geneva (2005)



A.

I've worked in **40+** Disputes

> **40%** of them were governed by **Swiss law** and/or involved a seat in **Switzerland**

> **20%** of them were **Investment Disputes**

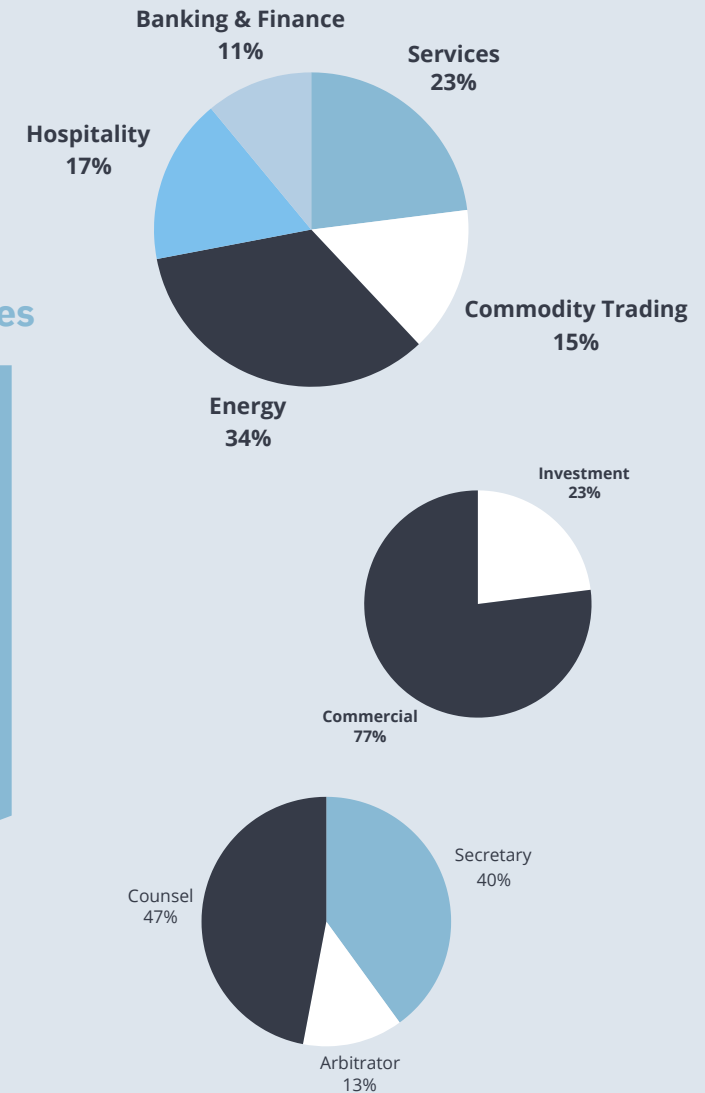
## I can

- Advise from personal experience on a large number of arbitrators
- Appear before Swiss courts, although I might suggest working along a local litigator
- Leverage a broad network in Vietnam and Singapore and bridge cultural gaps between Asia and Europe
- Read (legal) documents and follow conversations in Spanish

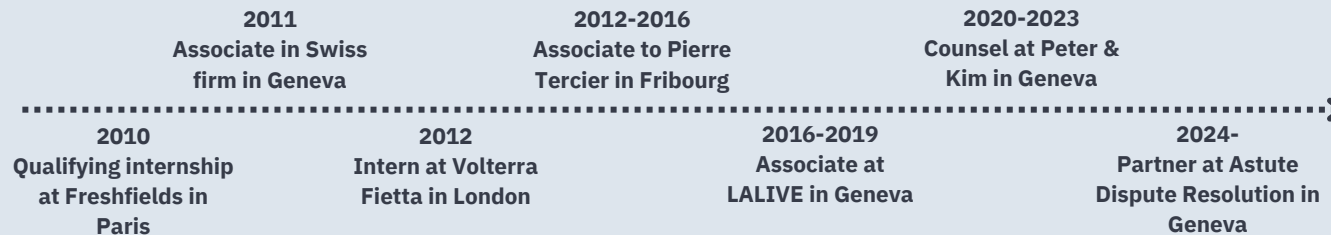
## I cannot

- Speak Vietnamese at a professional level
- Advise on Vietnamese law

## My Experience



## List of selected cases



WORLDWIDE  
**WVL**



## Our Work Ethic



I don't

communicate with your client without

your **Express** approval!

### Trustworthy

### Reliable, Responsive, Responsible

### Collegial

I typically establish a **Communication Protocol** setting out who communicates which information to whom and when, and align this with my co-counsel to ensure our expectations match.

When acting as supporting counsel, I do not contact my co-counsel's client without **prior approval**, and if the client reaches out to me independently, I promptly inform my co-counsel.

I expect my supporting counsel to extend the same courtesy.

An estimated 70-80% of arbitration work stems from peer referrals. I thus value maintaining a **reputation for trustworthiness and loyalty** over short-term gains, never jeopardizing peer professional relationship.

I guarantee a response to every email, message, or call **within 24 hours**, ensuring at the minimum an acknowledgment and a timeline for a detailed reply.

I commit only to **realistic** workloads and deadlines, prioritizing quality and transparency, even if it means declining certain projects.

I prioritize client respect and **accountability** for any mistakes made or contributed to by me. Recognizing that failure to do so could undermine client confidence and place my co-counsel in a difficult situation is paramount to me.

As a team-oriented co-counsel, I value collegiality and am committed to **listening actively** and keeping an open mind.

While I respect the lead counsel's strategic direction, I'm prepared to offer **constructive challenges** when necessary.

As lead, I welcome insights that enhance our approach, recognizing the importance of the right expertise at the right time. Our collaboration thrives on mutual respect, balancing leadership with open, **joint strategy development**.

## Pitfalls of Co-Counsel Work

Working alongside lawyers outside our organizations is not often a matter of choice. Having two counsel officially on record can potentially lead to:



A.

01.

**Duplicate Work** that fail to enhance the client's representation;

02.

The possibility of **legal fees doubling**, particularly in the absence of adherence to fair-play principles;

03.

Inevitable financial, time and energy waste from **overly populated case discussions** and consultations with witnesses or experts.

# Shadow Co-Counsel

## > Advantages

Instead of introducing a formal co-counsel, leveraging a shadow advisor who is well-versed in the case's facts, legal, and technical nuances, and who **only participates when it adds value**, offers numerous advantages:



A.

01.

**Reduced expenses** for the client;

02.

**Transparent leadership roles** from the outset: it's clear who leads and who supports, eliminating common co-counsel issues such as conflicting egos, strategy misalignments, and overlap or contradictions in client communications;

03.

**More impactful legal products** through peer-driven standards and the ability to focus on advanced legal analysis over explanations of foundational legal concepts;

04.

**Opportunity to evaluate** the collaboration in a controlled manner, without committing to a full partnership from the start.



**ASTUTE.**

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Contact us to have a chat about Expert Collaborations and learn more about our fee structures when working along Co-Counsel!



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## CONTACT US

