

## **Turkey (Istanbul) – Workshop for businessmen:**

*Preventing and resolving efficiently commercial disputes  
Current European Practices and Their Increasing Relevance for Businesses  
of Turkey and Israel*

**Istanbul (Turkey), Marmara Pera Hotel**

**21-22 November 2005**

The aim of this two-day promotional workshop for business and business organizations representatives will be to sensitize the target audiences as to the advantages in terms of reducing costs, expediting dispute resolution and preserving business relationships through the use of arbitration and mediation as alternatives to litigation. This will occur through presentation of European best practices and interactive participation of the attendees and group discussions that will illustrate the actual functioning of commercial mediation and arbitration. In addition to the trainers, the team will call upon local specialists participating in the workshop and familiar with practice of ADR in the country and with the functioning – or “dis-functioning” – of commercial dispute resolution.

During the workshop, Project experts will draw on case histories, research data and legislative history to illustrate the challenges faced in, and lessons to be learned from, the EU experience. Members of the legal communities from each country will be invited to highlight the relevance of such experience in the MEDA region. It is anticipated that video training materials will be used to give audiences a clear perception of the actual conduct of mediation and arbitration in commercial disputes.

The target audiences for this workshop will be leaders of the business community and representatives of business organizations and federations. 25 Turkish and 7 Israeli participants will attend the workshop.

21 <sup>st</sup> November 2005		22 <sup>nd</sup> November 2005	
09.00 - 10.30	<ul style="list-style-type: none"> <li>• <b>Official Opening</b> : EU Project</li> <li>• <b>Introduction</b> - Objectives and Schedule</li> <li>• <b>Presentation of Participants, Instructors and Methodology</b></li> </ul>	09.00 - 10.30	<b>Mediation: the views of</b> <ul style="list-style-type: none"> <li>• <b>Businesses</b></li> <li>• <b>Business Federations</b></li> </ul> <b>What Mediation can do for Businesses: Empirical Survey Data on Corporate ADR</b>
Coffee Break		Coffee Break	
10.45 - 12.15	<ul style="list-style-type: none"> <li>• <b>Commercial Dispute Settlement and Trade:</b> Business Climate and Legal Framework</li> <li><b>Alternative or Appropriate Dispute Resolution</b></li> </ul>	10.45 - 12.15	<b>Commercial Arbitration in Europe today: Benefits &amp; Constraints</b>  with Prof. Ergun Ozsunay
Lunch		Lunch	
13.30 - 15.00	<b>Mediation in Action</b>  <b>Video Simulation of an international commercial mediation</b>	13.30 - 15.00	<b>Dealing with Arbitral Institutions</b>  <b>Prerequisites for success (independence, transparency, enforceability of decisions)</b>
Coffee Break		Coffee Break	
15.15 - 16.45	<b>Experiences in Israel &amp; Turkey</b>  <b>Group Discussion</b>	15.15 - 16.45	<b>Round Table Discussion</b>  <b>Action Planning</b>
16.45 – 17.00	<b>Debriefing</b>	16.45 – 17.00	<b>Official Closing</b>