

EC-sponsored Training for International Commercial Mediators and Arbitrators

**September 26, 27, 28 and 29, 2006
Istanbul Chamber of Commerce (ICOC)**

TRAINING AGENDA (26 hours)*

DAY 1: Tuesday - September 26, 2006 (6.30 h)	
9.00 am – 1.00 pm	<p>Trainers: <i>Giuseppe De Palo & Manon Schonewille</i></p> <ul style="list-style-type: none"> - Introduction ADR and mediation, comparison to other DR methods - The stages of a mediation process, overview - Ground zero (preparation), including legal aspects - Phase 1: opening statement, part 1
2.30 pm – 5.00 pm	<ul style="list-style-type: none"> - Phase 1: opening statement (continued) - Phase 2: Exploration/exchange, part 1 - Case Study - Communication and conflicts
DAY 2: Wednesday - September 27, 2006 (6.30 h)	
9.00 am – 1.00 pm	<p>Trainers: <i>Giuseppe De Palo & Manon Schonewille</i></p> <ul style="list-style-type: none"> - The mediation process - Phase 2: Exploration/exchange, (continued) - Caucus, negotiation agenda, causes of conflict, blocking issues - Techniques and interventions, dilemmas and strategic choices, part 1
2.30 pm – 5.00 pm	<ul style="list-style-type: none"> - Techniques and interventions, dilemmas and strategic choices, (continued) - Case study: simulation - Phase 3: Generating options and negotiating the solution - Brainstorming, objective criteria, interests, package deals, result of a mediation
DAY 3: Thursday - September 28, 2006 (6.30 h)	
9.00 am – 1.00 pm	<p>Trainers: <i>Giuseppe De Palo & Manon Schonewille</i></p> <ul style="list-style-type: none"> - Phase 4: Finalizing agreement and closure - SMART settlement agreements - Case study: simulation - Special interest topics/challenging situations: e.g. - Breaking impasse, dealing with emotions, dealing with the constituency, co-mediation, cross border mediation and the role of lawyers
2.30 pm – 5.00 pm	<ul style="list-style-type: none"> - How to refer a case to mediation - Case study: simulation - Revisit ad practice mediation techniques, dilemmas and strategic choices - Closing remarks



DAY 4: Friday - September 29, 2006 (6.30 h)	
9.00 am – 1.00 pm	Trainer: <i>Dominic Spenser Underhill</i> <ul style="list-style-type: none">- Opening and course overview- Introduction/review of arbitration law and practice in Europe- The inter-relationship between arbitration and ADR; the role of the arbitrator- Understanding the locus arbitri, the situs arbitri and the applicable law- Ad Hoc and Institutional Arbitration – a critical assessment- Drafting an excellent international arbitration agreement – tactical and legal issues
2.30 pm – 5.00 pm	<ul style="list-style-type: none">- Conducting the arbitration (1): The Statement of Case and Defence (2): The preparation and presentation of evidence- Discussion and test: closing remarks

*Lunch and two coffee breaks for each day are provided by the training organizers.

Key Trainers

Prof. Giuseppe De Palo - President, ADR Center; International Professor of ADR Law and Practice, Hamline University (St Paul, U.S.A.) and University of Rome “La Sapienza” (Rome, ITALY)

Ms. Manon Schonewille - Managing Director, foundation ACBMediation (The Hague, THE NETHERLANDS)

Mr. Dominic Spenser Underhill – Principal, Spenser Underhill Law Firm (London, ENGLAND)

