

**19 & 20 October 2016**

**A high intensity Two-day Training**

**in International Mediation**

**AN INTRODUCTION TO**

**INTERNATIONAL MEDIATION**

**"Mediation is the human bridge between justice and peace"1**



**Course Leader:** Mr. Willem Meuwissen is an Expert Negotiator and a well experienced Mediator, Arbitrator and Litigator. He is a permanent member of the Belgian Federal Mediation Commission and a member of the Flemish Bar Association ADR Commission. Willem trains judges on mediation at the Belgian Magistrates Training Institute (IGO) and also teaches at the Diplomatic Academy of the University of Brussels.

Willem Meuwissen is one of Belgium’s most experienced mediators. He has conducted numerous mediations for businesses, organizations and individuals whilst he has also been advising independent bodies on mediation and conflict resolution issues. He has been training and mentoring mediators for years. He is the author of many publications on mediation.

Willem Meuwissen is professionally committed to mediation with the highest standards of excellence.

**Assistant:** Mrs. Melina Karaolia, Lawyer, Barrister at Law, Accredited Mediator & Arbitrator ( MCIArb.)

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| **ORGANIZER** | **SECRETARIAT** | **SUPPORT** | **SPONSOR** |
|  | logo new2 | **ΔΙΚΗΓΟΡΙΚΟΣ ΣΥΛΛΟΓΟΣ****ΛΕΜΕΣΟΥ** | **CHARTERED INSTITUTE OF ARBITRATORS CYPRUS BRANCH****CIArb** |  |  C:\Users\user\AppData\Local\Microsoft\Windows\Temporary Internet Files\Content.Outlook\IRHGABNY\ELIADES  PARTNERS LOGO.jpg | **BANK OF CYPRUS**  | **OLYMPIC INSURANCE** |

**[[1]](#footnote-1)(which can be attributed to Ca**

**Introduction**

Living in a modern world of advanced communication and ever increasing global connectivity, has led to greater interdependence and integration with regards to the world economy and trade as well as the social and cultural aspects of our lives.

We have come to live in a global village.

Dalai Lama said it simply and wisely: “*I find that because of modern technological evolution and our global economy, and as a result of the great increase in population, our world has greatly changed: it has become much smaller. However, our perceptions have not evolved at the same pace; we continue to cling to old national demarcations and the old feelings of 'us' and 'them'*.”

Globalization, as an accelerator of social change, may be said to be a catalyst for conflict, but it could also very well serve to improve conflict resolution.

Mediation has the power to transform the way people solve their disputes and is a better and effective way to resolve conflict. The resolution of conflict is among the highest human skills.

In conducting cross-border or international mediation, the mediator is faced with a number of challenges, many times rooted in the cultural differences between the parties. Understanding the international aspect of mediation and developing the ‘soft skills’ required to positively manage cultural discrepancies and perceptions when resolving conflict is therefore of outmost importance.

**Learning Objectives of the program**

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| * Broaden your understanding of core mediation skills
* Allow you to become more comfortable with the role of the international mediator
* Gain insights into the general principles of international mediation
* Understanding how to apply key skills tools and strategies in practice
 | * Enhance your ability to take account of cultural considerations and facilitate negotiations between disputing parties from different cultural backgrounds
* Provide you with hands on experience as a mediator in a variety of simulations
* Help you understand how one can address legal and ethical issues in international mediations
* Be aware of one’s own perceptions and cognitive biases when mediating conflict.
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**Seminar Details**

Wednesday & Thursday, 19th & 20th October 2016, ETC Events Training Centre, Nicosia, [www.etccentre.com](http://www.etccentre.com) (4 Pringkipos Karolou str, 2373 Agios Dometios, Nicosia - tel. 22 779810)

Fee: Euro 500 plus VAT

The seminar will be taught in English

The full programme of the seminar is given below.

**Note:**

Prior familiarity with mediation is encouraged for those wishing to take up the course. The cost includes lunch and refreshments, materials and a certificate of attendance. The course constitutes approximately 16 teaching hours over a period of two days.

*Following the course, candidates may apply to Ministry of Justice to have the training hours count towards their continuous education as mediators under the provisions of Cyprus Law No. 159(I)/12.*

**Who should attend?**

This 2-day Training is aimed for:

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| * Lawyers
* Business Executives
* HR Managers
 | * In house Mediators
* Freelance Facilitators
* Architects – Civil Engineers active in mediation
 | * Financial and Shipping Directors
* Experts on ADR and Arbitration
* Members of Arbitral institutions
* All professionals who aim to develop their mediation skills and improve their ability to resolve disputes with an international character.
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**Organisers**

**AGREEMENTOR – The Art of Mediation**

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**Course Leader’s Biography**

**Willem Meuwissen, Expert Negotiator and a well experienced Mediator, Arbitrator and Litigator**

Willem Meuwissen is an expert in negotiation, mediation and litigation of disputes in commercial law, corporate law and real estate law.

He is the author of several publications in commercial law and mediation.

He teaches mediation and negotiation in the training course for Accredited Mediator, organised twice a year by Mediation.

He also teaches in the European Mediation Training for Practitioners of Justice, organised annually by the Association for International Arbitration.

He is a member of the Special Committee for Social Matters of the Federal Mediation Commission and a member of the ADR Committee of the Flemish Bar.

Willem Meuwissen (1956) studied at the Universities of Antwerp and Leuven, where he received with distinction the degree of licentiate in Law.

He joined the Bar in 1980 and interned at the famous maritime lawyer, Robert Wijffels.

In 1996 he founded MEUWISSEN & C °, a law firm specialising in commercial law. MEUWISSEN & C ° has since worked for many clients in Belgium, Europe and worldwide.

In 2014, the Antwerp lawfirm "Meuwissen & C°" and the Brussels lawfirm "De Beir & Vanraes" joined their forces in a new concept, called "AGREMENTOR".

Willem defends the interests of his clients in negotiation, mediation and proceedings.  He is an expert in international commodity arbitration (RUCIP) and is fluent in Dutch, French, English and German.He is regularly appointed as mediator, both by courts and private parties in key commercial and labour disputes.

**AN INTRODUCTION TO INTERNATIONAL MEDIATION**

**‘The skillful management of conflict is among the highest human skills’**

**Wednesday, 19 October**

|  |  |
| --- | --- |
| 08.30 – 9.00 | **Coffee/Registration** |
| **First Session** |
| 9.00 – 11.00 | Introduction to the mediation case |
| 11.00 - 11.15 | **Coffee Break** |
| **Second Session** |
| 11.15 - 13.00 | The Mediation Path: Structuring the conflict resolution conversation* + - * From Standpoints to Interests
			* From Interests to Options
			* From Options to Solutions
			* Private Sessions / Caucus
 |
| 13.00 - 14.00 | **Lunch** |
| **Third Session** |
| 14.00 - 15.00 | Non Verbal Communication in Mediation  |
| 15.00 - 15.15 | **Coffee Break** |
| **Fourth Session** |
| 15.15 - 16.15 | Integration * + - * Assertiveness
			* Power
			* Aggression
			* Lie
 |
| 16.15 - 16.30 | **Coffee Break** |
| **Fifth Session** |
| 16.30 – 17.30 | The Emotions of the Parties* + - * Basic Principles
			* The seven stages of Grief
			* Avoiding negative emotions
			* Mediation & Therapy
 |
| 17.30 - 18.00 | **Group Discussion** |

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**Thursday, 20 October**

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| --- | --- |
| 08.30 – 9.00 | **Coffee/Registration** |
| **Sixth Session** |
| 9.00 – 11.00 | Facilitating the communication between the parties  |
| 11.00 - 11.15 | **Coffee Break** |
| **Seventh Session** |
| 11.15 - 13.00 | Breaking deadlock in international mediation |
| 13.00 - 14.00 | **Lunch** |
| **Eighth Session** |
| 14.00 - 15.15 | Experimental Role –Play Exercises  |
| 15.15 - 15.30 | **Coffee Break** |
| **Ninth Session** |
| 15.30 - 16.30 | Experimental Role –Play Exercises  |
| 16.30 - 17.00 | **Group Discussion** |
| 17.00 - 17.15 | **Coffee Break** |
| **Tenth Session** |
| 17.15 – 18.00 | Mediation Exercise |

###### REGISTRATION FORM

**AN INTRODUCTION TO INTERNATIONAL MEDIATION**

19 & 20 October, 2016 |

ETC EVENTS TRAINING CENTRE, NICOSIA - TEL: (+357) 22 779810)

###### Use one form per delegate and complete in BLOCK CAPITALS

**Please note that fees should be paid in full prior to the event**

**Please email this completed form to: aisman@cytanet.com.cy**

|  |
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| PERSONAL DATA |
| First Name: |
| Surname: |
| Partners / Guest Name (If applicable)  |
| CIArb Membership number (if applicable): |
| Job title: |
| Organisation: |
| Address: |
| Postcode/City: Country: |
| Telephone / Mobile number: |  |
| Email (joining papers will be e-mailed to this address): |

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| --- | --- | --- | --- | --- | --- |
| Description - All fees are inclusive of all TAXES |  | **Early Bird by 15/10/2016 €****10%** | **CIArb Member €****5%** | **CIArb Non Member** **€500 + VAT** | **Total Cost €** |
| Cost of the Seminar |  | 535 | 565 | 595 |  |
|  |  |  | **Grand total €** |  |

**PAYMENT**

**CHEQUE**

**Mail your cheque by mail or courier to:**

**Address of branch in full: AISΜ Management Ltd**

**10 Chiou Street, 2373 Ayios Dhometios, Nicosia – Cyprus**

**BANK TRANSFER**

**Please inform the Bank that you will pay all charges:**

**Name of Bank: Bank of Cyprus Ltd**

**Exact designation of account holder:**

**AIS M MANAGEMENT LTD**

**Full account including codes: 018101013371**

**IBAN code: CY76002001810000000101337100 and SWIFT address (codeBIC) Bank of Cyprus Public Ltd is: BCYPCY2N**

**ACCOMMODATION:**

All participants are encouraged to make their own accommodation bookings/reservations.

Altius Boutique Hotel is giving special prices for this seminar

**Altius Hotel details:**

Acheon 1, Nicosia 1101, P.O. Box 24330, Nicosia 1703-Cyprus / info@altiushotel.com, www.altiushotel.com

**Please inform reservations that the booking is for the** ***“INTRODUCTION TO INTERNATIONAL MEDIATION”, 19 & 20 October, 2016.***

***BOOKING TERMS AND CONDITIONS***

*By submitting a booking form or registering online, you/your organisation are agreeing to, and will comply with the Chartered Institute of Arbitrators payment terms and conditions.**Completion of an online or paper registration form does not guarantee a place at the Centenary Conference or constitute a confirmed booking.**The Institute will accept cancellations by email up to 10 working days before the event, unless otherwise stated (please see below for specific cancellation date) but will charge a € 50 administration fee.**After the specified event cancellation date, we cannot make any refunds. We request payments are made in full at time of booking. To amend or change a booking please email the change. Changes to your booking cannot be made over the telephone.**Events bookings made after the specified cancellation date are non-refundable.**Shared places are not permitted. Places are allocated on a first come first served basis.**A confirmation letter and joining details will be issued prior to the event. A booking constitutes a legally binding agreement. In the event of any situation that prevents a delegate’s attendance, for example transport strikes, adverse weather conditions, acts of God, terrorist attack or personal health,*the CIArb *will not be held responsible and will not issue refunds.*

*Cancellation deadline:* ***15th October 2016***

1. **attributed to Carrie - Menkel-Meadow** [↑](#footnote-ref-1)