



Virtual International Commercial Mediation Advocacy Workshop + IMI Mediation Advocacy Certification Assessment

The dispute resolution landscape is fast-evolving, driven by a clientele growing in education and wealth. Growth in the use of technology and online dispute resolution processes has meant that the **modern advocate needs to find new ways to resolve disputes quickly and effectively**. This workshop aims to **equip participants with the relevant online and in-person negotiation techniques** and will see them engage in **rigorous simulations of complex inter-cultural mediations**. The course is designed for participants who will represent and advocate for their clients in negotiations and mediations as legal counsel.

After the interactive and practice-based workshop participants will have the possibility to take part in the certification assessment to **become IMI Certified Mediation Advocates**.

Participants will learn:

- Styles of Online Mediation
- Crafting A Winning Mediation Strategy with the Client
- Overcoming Adversarial Tactics
- Being Effective In Cross-Cultural Mediation and Negotiations
- Achieving a Sustainable and Enforceable International Commercial Mediation Settlement Agreement

Date and Time:

Central European Time (CET)

Sat. 16 Oct 9 am to 12:30 pm

Fri 22 and Sat 23 Oct 9 am to 12:30 pm

Fri 29 and Sat 30 Oct 9 am to 12:30 pm

Venue:

The course will be held online via Zoom

Fees:

EUR 1.500 pP (plus VAT if applicable)

this includes EUR 1.050 pP course fee and

EUR 450 pP assessment fee

Registration:

e-mail to huber-starlinger@tailored.solutions



Participants who pass the assessment and meet the relevant requirements may be certified as IMI Mediation Advocates by the International Mediation Institute.

Separate conditions apply. These include actual case experience and payment of IMI annual fees. Please contact us for more details.

Your trainers and coaches:



Aloysius Goh

Aloysius is a certified international mediator and mediated hundreds of cases of various complexities around the world with dispute values ranging from a few hundred dollars to more than USD 1bn. He focuses on commercial disputes and successfully resolved numerous insurance, medical negligence, corporate shareholding and employment disputes.

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Amelie Huber-Starlinger

Amelie worked as an Austrian qualified lawyer for more than 10 years and is an Austria based negotiation consultant and mediator registered with the list of mediators of the Austrian Ministry of Justice and accredited with SIMI (Singapore) and CEDR (England) today. Her focus of interest is on the resolution of commercial and investor-state disputes.

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Jeremy Lack

Jeremy is an independent lawyer and ADR neutral admitted to practice in England & Wales, New York, various US federal courts, the United States Patent and Trademark Office and Geneva (Switzerland) as a foreign member of the local bar. He specializes in strategic conflict prevention and resolution of complex international disputes. Jeremy is constantly listed in all legal directories.

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Jane Player

Jane is a internationally well-known commercial mediator based in the UK. Jane's practice ranges from technology and media sectors to general commercial cases involving joint ventures, consortia and project disputes. Consistently ranked in all the legal directories, Jane was the winner of the Corporate Livewire 2015 Legal Award for Commercial Mediator of the Year – UK.

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Testimonials:

Mediation is a growing part of my international dispute resolution practice. The IMI Mediation Advocacy Certification Program provided an excellent opportunity to take a step back and re-focus on what it takes to be an effective mediation counsel. The training covers every aspect of advocacy work in a mediation setting and challenges participants at all relevant skill levels. Congratulations to the excellent faculty for putting together such an engaging program. Highly recommendable!

- Anne-Karin Grill, Attorney-at-Law and CEDR accredited Mediator, Partner at AKG ADVIRSORY RechtsanwaltsGmbH (Vienna, Austria)