



Union Internationale des Avocats  
International Association of Lawyers  
Unión Internacional de Abogados

Attending this event will grant you CLE credits in most jurisdictions!

UIA Training course

# Mediation Advocacy: Skills and Strategies for Legal Representatives in Mediation

Monday, May 30 & Tuesday, May 31, 2016



 #UIAMediation

## PARIS – FRANCE

UIA ■ T +33 1 44 88 55 66 ■ F +33 1 44 88 55 77  
[uiacentre@uianet.org](mailto:uiacentre@uianet.org) ■ [www.uianet.org](http://www.uianet.org)

## INTRODUCTION & GENERAL INFORMATION

The UIA is proud to present this Course which is part of the UIA 2016 Training Courses Programme. The objective of our Training Courses is to provide comprehensive tools in specific and/or specialist areas of the law or in specific projects, by offering advanced-level “master classes” held by outstanding expert trainers.

The UIA aims to provide excellence at reasonable cost, given its non-profit nature and institutional role.

The course is held over two days, with 1 trainer.

The sessions will be highly interactive.

**Minimum number of participants: 15**

**Maximum number of participants: 32**

### Who should attend?

Young lawyers and mediators from other professions as well as more senior professionals looking for specialty courses to improve their skills. Participants are expected to already have at least a basic background in the area of mediation.

### Working language

The sessions will be held in **English without simultaneous translation**.

### Accreditation of courses

Every participant attending the entire 2 days Training Course programme will receive a “Certificate of Attendance” at the end of the Course that may be used for obtaining “Credits” for “Continuing Legal Education” - “Continuing Professional Development” purposes, depending on national rules. For more information, please contact the UIA.

Upon completion of this course, eligible candidates may apply for **Mediator Advocacy Certification of the International Mediation Institute**. For further information, email [reception@conflictcoachinginternational.com](mailto:reception@conflictcoachinginternational.com)

## *Bringing together the world's lawyers*

For over 85 years, the Union Internationale des Avocats (UIA International Association of Lawyers) has been defending the legal profession and facilitating international contacts, cooperation and the exchange of knowledge among lawyers, while respecting their cultural and professional diversity.

Today, the UIA brings together several thousand members – lawyers or law professionals – and hundreds of bars, federations and associations.

### *Join the UIA and become a member of the world's strongest network of lawyers!*

- You will participate in the work of the UIA Commissions in Business Law, Human Rights and General Practice and share your experience with that of professionals from over 110 countries.
- You will also be able to join forces with the UIA, which, each year, provides its support to lawyers who cannot freely practise their profession. Everywhere in the world where rights of defence are threatened or the proper administration of justice is hindered, the UIA will make your voice heard.

## COURSE VENUE

### La Maison du Barreau

2, rue de Harlay  
75001 Paris – France

### REGISTRATION FEES

	UIA Member		Non member	
	<= 29.04.2016	> 30.04.2016	<= 29.04.2016	> 30.04.2016
<b>STANDARD REGISTRATION</b> <i>Amounts exclusive of VAT</i>	<b>€ 500.00*</b>	<b>€ 550.00*</b>	<b>€ 550.00*</b>	<b>€ 600.00*</b>
<b>YOUNG LAWYER (&lt;35)**</b> <i>Amounts exclusive of VAT</i>	<b>€ 200.00*</b>			

**\*Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.**

**\*\*Please attach proof of age to the registration form to benefit from young lawyers fee**

These fees cover participation in the Course, coffee breaks as well as the documentation. Lunches on Monday, May 30 and Tuesday, May 31, 2016, are optional and at additional charge. Please note that the number of places in this Training Course is limited. The maximum number of participants is 32. Since we expect this training programme to fill up quickly, if you are interested, we suggest that you register immediately and benefit of the lower rate.

Applications will only be processed upon receipt in full of the registration fees. Admission will be on a first come - first served basis. The organisers reserve the right to refuse admission in the event of excess applications.

### HOTEL RESERVATION

Each participant should make his/her own arrangements for hotel accommodation in Paris. The Maison du Barreau is located in the "1<sup>st</sup> arrondissement" in Paris. A few hotel suggestions nearby are:

- *Hôtel Le Pradey 4\**
- *Hôtel Le Régent 3\**.

The website [www.booking.com](http://www.booking.com) might be helpful to find a hotel at walking distance.

***Join the UIA during the training course and benefit from a 50% discount on your membership fee!***

## THE TRAINER



**Prof. Dr. Nadja ALEXANDER**

Principal, Conflict Coaching International; Conflict Management Adviser to the World Bank Group; Training Faculty for Universities in Asia, Australia, Europe and the USA.

E [nadja@conflictcoachinginternational.com](mailto:nadja@conflictcoachinginternational.com)



Prof. Dr. Nadja Alexander is a conflict resolution specialist, mediator, coach and professor of law.

Nadja is listed in the International Who's Who of Commercial Mediation and practices in English and German languages. Her areas of mediation practice extend to cross-border, commercial, workplace, intergovernmental and general civil matters. Nadja regularly trains lawyers in negotiation and mediation in Europe, the Middle East, Australia, Asia and the United States.

Both a multi-award winning writer (2007, 2011 New York) and trainer (1998, nationally in Australia), she has been named one of Australia's top five law academics by Business Woman Magazine. She has published more than 100 pieces on conflict resolution and her work has appeared in English, German, Russian, French and Chinese languages. She is editor of the international book series, *Global Trends in Dispute Resolution and the Kluwer Mediation Blog*. Her major legal work *International Comparative Mediation* won the New York CPR Award for Outstanding ADR Book in 2011.

Nadja is actively involved in mediation policy developments in a range of countries. She has been engaged as a dispute resolution adviser by international organisations such as the World Bank, the British Council, US Aid, the European Commission on Human Rights and the International Finance Corporation.

Current policy appointments include the Singapore International Mediation Institute (Board member and Director), the Hong Kong Mediation Steering Committee (Chair, Apology Legislation Group), the Indian International ADR Association (IIAA) (Advisory Board) and the International Mediation Institute (Standards Commission). She is a former member of the Australian National Alternative Dispute Resolution Advisory Council (NADRAC) and the German National Council to advise on a Mediation Law.

Prof. Dr. Alexander holds academic appointments in the United States and Australia.

## PROGRAMME

Upon completion of this course, eligible candidates may apply for Mediator Advocacy Certification of the International Mediation Institute. For further information, email [reception@conflictcoachinginternational.com](mailto:reception@conflictcoachinginternational.com)

**Monday, May 30, 2016**

**DAY 1**

08:45 – 09:15	REGISTRATION OF PARTICIPANTS
09:15 – 10:30	<b>Introducing the 5 PS of Mediation Advocacy</b> <ul style="list-style-type: none"><li>• Process</li><li>• People</li><li>• Preparation</li><li>• Participation</li><li>• Partnering</li></ul>
10:30 – 10:45	COFFEE BREAK
10:45 – 13:00	<b>Process</b> What is the role of a mediation advocate? Legal duties of mediation advocates. How to select a mediator?
13:00 – 14:30	LUNCH BREAK
14:30 – 16:00	<b>People</b> Dealing with the people in the room Skill, Style, Strategy
16:00 – 16:15	COFFEE BREAK
16:15 – 17:30	<b>Preparation</b> 5 models of mediation advocacy

**Tuesday, May 31, 2016**

**DAY 2**

09:00 – 10:30	<b>Preparation</b> Written preparation documents
10:30 – 10:45	COFFEE BREAK
10:45 – 12:30	<b>Preparation</b> Coaching your client for mediation, negotiation and risk
12:30 – 14:00	LUNCH BREAK
14:00 – 15:45	<b>Participation in Process and Follow Up</b> <ul style="list-style-type: none"><li>• Mediation advocacy model and participation</li><li>• Coaching your client through mediation</li><li>• Negotiation in mediation</li><li>• Negotiating with your mediator and the other side</li><li>• Negotiation opportunities in mediation</li><li>• Typical traps for negotiators in mediation</li><li>• Post mediation role of mediation advocate</li></ul>

15:45 – 16:00	COFFEE BREAK
16:00 – 17:00	<b>Partnership</b> Mediation advocacy as a partnership with your client

### CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than April 29, 2016**. No refund will be made for cancellations received after this date.

**VISAS:** Anyone who requires a visa invitation letter in order to attend the training course should register and pay their registration fees **no later than April 29, 2016** to ensure there is enough time to obtain a visa.

In case of visa refusal, all cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total** registration fees **no later than April 29, 2016**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the training course**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the training course date or if you do not have proof of visa refusal, you will not be entitled to a refund.

### GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

**Due to the European legislation (Directive 2006-112-CE art.52), the UIA has to invoice the amount including the French VAT currently at 20%. However, you can deduct the VAT through your local fiscal administration.**

The UIA reserves the right to cancel or postpone the training course to a later date, change the training course venue and/or programme, make any corrections or modifications in the information published in the training course programme and cancel any invitation to participate in the training course, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

**The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.**

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the training course are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

### FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the training course because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

**INFORMATION**

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# UIA Training course

## Mediation Advocacy: Skills and Strategies for Legal Representatives in Mediation

**Monday, May 30 & Tuesday, May 31, 2016**

**PARIS – FRANCE**

**REGISTRATION FORM**

Register online at [www.uianet.org](http://www.uianet.org)  
or please complete and return this form by email, fax or post, to:

**UNION INTERNATIONALE DES AVOCATS**  
25 rue du Jour, 75001 Paris, FRANCE  
Tel: +33 1 44 88 55 66 / Fax: +33 1 44 88 55 77 / Email: [uiacentre@uianet.org](mailto:uiacentre@uianet.org)



Register online!

**UIA INDIVIDUAL MEMBERS**

*Please specify your membership number (Please check your membership card or membership fees):*

M I \_ \_ \_ \_ \_

Family Name: .....

First Name: .....

Firm: .....

Address: .....

Post Code: .....

City: .....

Country: .....

Tel: .....

Fax: .....

Email: .....

Date of Birth: .....

EU VAT ID-number: .....

Special requests (special diet, allergies, handicap...): .....

**A. TRAINING COURSE REGISTRATION FEES**

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<b>STANDARD REGISTRATION</b> <i>Amounts exclusive of VAT</i>	€ 500.00*	€ 550.00*	€ 550.00*	€ 600.00*
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*\*\*Please attach proof of age to the registration form to benefit from young lawyers fee*



**B. OPTIONAL ACTIVITY**

Please indicate below whether you plan to attend the following events **not included** in the registration fees:

- Lunch – Monday, May 30: € 44.00\* (Excl. VAT) per person
- Lunch – Tuesday, May 31: € 44.00\* (Excl. VAT) per person

**C. TOTAL**

TOTAL (A) Excl. VAT – Registration Fees: ..... €

TOTAL (B) Excl. VAT – Optional Activities: ..... €

**TOTAL (A+B) Excl. VAT: ..... €**

**VAT (20 %)\*: ..... €**

**TOTAL (A+B+VAT): ..... €**

\* Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.

**D. COMMITMENT**

I undertake to attend the entire two-day programme.

A “certificate of attendance” will be delivered to all participants who will attend the entire course.

**E. CANCELLATION & GENERAL CONDITIONS**

I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on **page 6** of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the training course. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

**F. METHOD OF PAYMENT**

- ♦ By cheque in € - drawn in a French bank - payable to the UIA, addressed to: UIA - 25 rue du Jour – 75001 Paris – France
- ♦ By Bank transfer in € - without charges to the payee – in favour of the Union Internationale des Avocats, quoting "**F16PAR05**", to the following bank and account:

**Société Générale – Paris Elysées Entreprise**  
**91 avenue des Champs Elysées – 75008 Paris - France**  
**BIC / SWIFT: SOGEFRPP**  
**IBAN: FR76 3000 3033 9200 0503 4165 164**

- ♦ By credit card:  Visa  Mastercard
- Card N°: \_ \_ \_ \_ \_
- Expiry date: \_ \_ / \_ \_ 3 Digits: \_ \_ \_
- Name of card holder: .....

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of: € (Euros) .....

Date: ...../...../..... Signature: .....