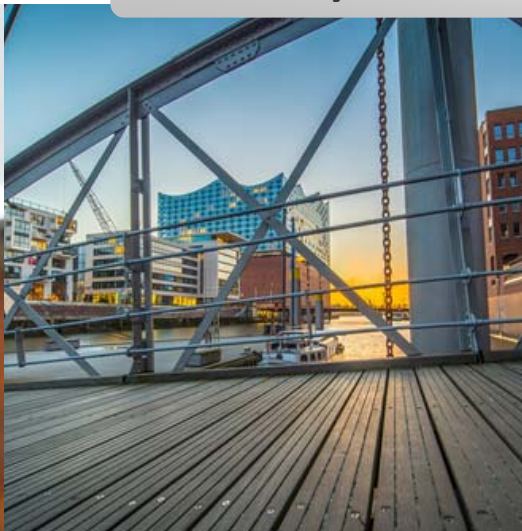


## UIA Training Course

# Pre-Mediation and Mediation Advocacy: Skills and Strategies for Mediation

Thursday, June 29 & Friday, June 30, 2017



 #UIAMediation

## HAMBURG – GERMANY

Training Course organised by the UIA with the support of the  
Hamburgischer Anwaltverein e.V.

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 2017 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?

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

The workshop is practice-focused and interactive. Participants will engage in simulations and receive templates and checklists.

The trainer is Nadja Alexander, an international mediation expert and Director of the Singapore International Dispute Resolution Academy.

### 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 (IMI). For further information, email [nadja@sidra.academy](mailto:nadja@sidra.academy)**

### *Bringing together the world's lawyers*

For over 90 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 practice 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.

[www.uianet.org](http://www.uianet.org)

## COURSE VENUE

### BLAUM DETTMERS RABSTEIN (Law Firm)

Vorsetzen 50

D-20459 Hamburg – Germany

Blaum Dettmers Rabstein

## REGISTRATION FEES

	UIA Member / HAV** Member		Non member	
	<= 29.05.2017	> 30.05.2017	<= 29.05.2017	> 30.05.2017
<b>STANDARD REGISTRATION</b> <i>Amounts exclusive of VAT</i>	€ 490*	€ 540*	€ 540*	€ 590*
<b>YOUNG LAWYER (&lt;35)***</b> <i>Amounts exclusive of VAT</i>	€ 440*	€ 490*	€ 490*	€ 540*

\* The VAT (19%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006.

For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

\*\* Hamburgischer Anwaltverein e.V. members – please provide a copy of a recent document proving that you are a member

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

These fees cover participation in the Course, the cocktail reception on Thursday, June 29, 2017, the coffee breaks and the lunches on Thursday, June 29 & Friday, June 30, 2017 as well as the course documentation. The dinner on Thursday, June 29, 2017 is optional and at additional charge. 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 Hamburg. A few hotel suggestions nearby are:

- Hotel Hafen Hamburg (650 m), 4\*; <http://www.hotel-hafen-hamburg.de/en/>
- Motel One am Michel (800 m), 2\*; <https://www.motel-one.com/en/hotels/hamburg/hotel-hamburg-am-michel/>
- Lindner Hotel am Michel (900 m), 4\*; <https://www.lindner.de/en/hamburg-hotel-am-michel/welcome.html>
- Steigenberger Hotel Hamburg (1 km), 5\*; <https://www.steigenberger.com/en/hotels/all-hotels/germany/hamburg/steigenberger-hotel-hamburg>
- Sofitel Hamburg Alter Wall (1,2 km), 5\*; <http://sofitel-hamburg-alter-wall-hotel.hotel-ds.com/en/>

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

## THE TRAINER



### Prof. Dr. Nadja ALEXANDER

Professor of Law, Singapore Management University;  
Conflict Management Adviser to the World Bank Group;  
Training Faculty for Universities in Asia, Australia, Europe  
and the USA.

[nadjaalexander@me.com](mailto:nadjaalexander@me.com)



Professor Nadja Alexander is Academic Director of the Singapore International Dispute Resolution Academy and Visiting Professor of Law at Singapore Management University.

A recognised thought leader in the field of mediation, Nadja is a multi-award winning author and educator. She has taught mediation and advocacy in legal and corporate settings around the world and her work has been published in English, German, Chinese, Russian and Arabic.

Nadja has advised on mediation policy to international bodies, such as the World Bank Group, and national governments and corporates in Europe, Asia, Australia and Africa. As a dispute resolution practitioner and consultant, she has been engaged in more than 30 countries.

Nadja is a Senior Fellow of the Dispute Resolution Institute at Mitchell Hamline School of Law, The United States and Honorary Professor at the University of Queensland, Australia. She has been involved with the International Mediation Institute since its inception in 2007. She has law degrees from Australia and Germany.

## PROGRAMME


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

### Wednesday, June 28, 2017 INFORMAL GET TOGETHER

19:00 Informal Get together – *to be paid onsite (venue to be confirmed)*

### Thursday, June 29, 2017 DAY 1

08:30 – 09:00	REGISTRATION OF PARTICIPANTS
09:00 – 10:45	<b>INTRODUCING THE 3 PS OF MEDIATION ADVOCACY</b> <ul style="list-style-type: none"><li>• Process and purpose</li><li>• Preparation or Pre-Mediation</li><li>• Participation</li></ul> <u>Process</u> <ul style="list-style-type: none"><li>• Working with the Mediation Meta-Model</li></ul>
10:45 – 11:00	COFFEE BREAK
11:00 – 12:45	<u>Process</u> <ul style="list-style-type: none"><li>• What is the role of a mediation advocate?</li><li>• Legal duties of mediation advocates</li><li>• How to select a mediator?</li></ul>
12:45 – 13:45	LUNCH

13:45 – 15:15	<b>PREPARATION FOR MEDIATION: FOR MEDIATORS AND LAWYERS</b> <ul style="list-style-type: none"> <li>• 5 key questions that all mediators should ask in preliminary meetings</li> <li>• 5 key questions that all advocates should ask of their clients in preliminary meetings</li> <li>• Activities</li> </ul>	
15:15 – 15:30	COFFEE BREAK	
15:30 – 17:00	<b>PREPARATION FOR MEDIATION: FOR MEDIATORS AND LAWYERS</b> <ul style="list-style-type: none"> <li>• 5 models of mediation advocacy</li> <li>• Written preparation documents</li> <li>• Activities and practice session</li> </ul>	
19:00 – 20:00	<b>Cocktail reception kindly offered by Ahlers &amp; Vogel law firm</b> Schaarsteinwegsbrücke 2 D-20459 Hamburg, Germany	
20:00	<b>Optionnal dinner</b> Restaurant Fischmarkt GmbH Ditmar-Koel-Straße 1, 20459 Hamburg	

**Friday, June 30, 2017                      DAY 2**

09:00 – 10:45	<b>PARTICIPATION IN PROCESS</b> <ul style="list-style-type: none"> <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> </ul>
10:45 – 11:00	COFFEE BREAK
11:00 – 12:45	<ul style="list-style-type: none"> <li>• Pre-mediation and targeted mediation advocacy practice session</li> </ul>
12:45 – 13:45	LUNCH
13:45 – 15:15	<b>PARTICIPATION IN PROCESS AND FOLLOW UP</b> <ul style="list-style-type: none"> <li>• How mediation advocacy model shapes participation and duties</li> <li>• Post mediation role of a mediation advocate</li> <li>• Activities</li> </ul>
15:15 – 15:30	COFFEE BREAK
15:30 – 17:00	<b>The 3 Ps of Mediation Advocacy</b> <ul style="list-style-type: none"> <li>• Coaching your client for mediation, negotiation and risk</li> <li>• Activities</li> </ul>



## 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 May 29, 2017**. 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 May 29, 2017** to ensure there is enough time to obtain a visa.

All cancellations due to a visa refusal 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 May 29, 2017**.

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.

**The VAT (19%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006.**

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.

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## INFORMATION

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

## UIA Training Course

# Pre-Mediation and Mediation Advocacy: Skills and Strategies for Mediation

Thursday, June 29 & Friday, June 30, 2017

HAMBURG - GERMANY

### 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):

MI \_\_\_\_\_

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

	UIA Member / HAV** Member		Non member	
	<= 29.05.2017	> 30.05.2017	<= 29.05.2017	> 30.05.2017
<b>STANDARD REGISTRATION</b> <i>Amounts exclusive of VAT</i>	€ 490*	€ 540*	€ 540*	€ 590*
<b>YOUNG LAWYER (&lt;35)***</b> <i>Amounts exclusive of VAT</i>	€ 440*	€ 490*	€ 490*	€ 540*

\* The VAT (19%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006.

For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

\*\* Hamburgischer Anwaltverein e.V. members – please provide a copy of a recent document proving that you are a member

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

**B. TRAINING COURSE SOCIAL ACTIVITIES**

Please indicate below whether you plan to attend the following event **included** in the registration fees:

- Lunch – Thursday, June 29, 2017
- Cocktail – Thursday, June 29, 2017
- Lunch – Friday, June 30, 2017

**C. OPTIONAL DINNER** – Please indicate below whether you plan to attend the following event **not included** in the registration fees:

- Optional dinner – Thursday, June 29, 2017      **€ 50.00\* (Excl. VAT)** per person – please book \_\_\_ person(s)

**D. TOTAL**

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

TOTAL (C) Excl. VAT – Optional Dinner: ..... €

VAT (19 %)\*: ..... €

**TOTAL (A+C+VAT)\*: ..... €**

\* The VAT (19%) can be applied to the amount here above according to the European Directive 2006/112/CE of November 28, 2006. For more information, please contact the UIA. **If you provide an EU VAT ID number, the VAT will not be charged.**

**E. COMMITMENT**

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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.

**F. CANCELLATION & GENERAL CONDITIONS**

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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.

**G. METHOD OF PAYMENT**

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- ♦ 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 "F17HAMBURG", 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: .....