

Like to become

an effective **Negotiator**?

an expert **Mediator**?

an **ADR Practitioner**?



IIAM TRAINING PROGRAMS



INDIAN INSTITUTE OF
ARBITRATION & MEDIATION

www.arbitrationindia.org



TRAINING PROGRAMS

The world is becoming smaller, more interdependent market place. Manufacturers and service providers now have clients throughout the world. Globalization and interdependence, as well as profound international conflict, make the theory and practice of alternative methods to resolve disputes increasingly important. When disputes arise in international commercial arena, parties are reluctant to litigate in light of numerous jurisdictional, procedural and substantive obstacles. Instead, most parties take their disputes to Alternative Dispute Resolution (ADR). ADR is no longer a specialty process. It has now become one of the premier methods of resolving disputes, whether they arise in trade or commerce, business or family.

Professional advisors interested in international business can ill afford a parochial approach to deal-making and problem-solving in a world where economic globalization leads consumers to demand effective, non-domestic forums for dispute resolution. It is now manifestly clear to both practitioners and legal educators that a comprehensive professional exposure to ADR is necessary to engage in cutting edge and high quality law practice. Effective conflict resolution skills help consultants and professionals to prevent destructive conflicts and assist clients in managing and resolving disputes.

The training programs at IIAM offer the opportunity to learn what is necessary to become an effective negotiator, a skilful mediator, a talented mediation adviser / advocate, an efficient arbitrator or an effective arbitration lawyer / consultant. It gives you the flexibility to study what, when and how you want, so that it can fit your studies into your busy life. It gives you the freedom to split or combine various programs / modules, so as to fit it into your time availability and get the benefit of multiple programs. Experience the new and exciting dimension of law practice!



MEDIATION TRAINING PROGRAM

(Code: ITP05) (5 days: 40 hours)

Mediation has become one of the premier methods of resolving disputes in the commercial and business world, apart from family disputes. Mediation is not only about conflict and resolution; it is about maintaining relationship and adding value. In effect, dispute is treated as an opportunity to bring about a change in the existing status of the disputing parties, to make it better than they had before the dispute! This is possible with the skills of an excellent mediator.

The Mediation Training Program at IIAM offers the opportunity to learn what is necessary to become an effective negotiator and a skilled mediator.

The training program combines the art and science of mediation through highly interactive, skill-based courses in negotiation and mediation. The program will enhance the understanding and ability to negotiate and resolve conflicts, as well as provide a solid foundation in the processes and to serve as a negotiator and mediator. The training will cover the basic foundations for effective deal-making negotiations, understanding the bargaining style, setting goals in negotiation, understanding shadow negotiation, nurturing relationships critical to negotiation success, and maximizing leverage to conclude a deal. The training will also explore underlying negotiation orientations and strategies and how they are confronted and employed by mediators. The program focuses on the structure, process, technique and goals of mediation process and the skills and preparation mediators use to aid parties in overcoming barriers to dispute resolution. Training includes practical role plays in all aspects of negotiation

and mediation. The training also gives emphasis on the code and ethical standards of mediation. The program provide participants with the opportunity to practice this structured dispute resolution process through a series of interactive presentations, role play simulations, real life case studies and discussion groups. This unique program offers you the flexibility of undertaking the training in 3 different options:

Option 1: You can choose to take the entire 40-hours in one go by completing the 5-day program. You get 2 certificates! Certificate in International Business Negotiation after the first 15-hours (2 days) and Certificate in Mediation Training Program after 40 hours (5 days)!

Option 2: You can complete 15-hours of negotiation training in the first 2 days and take a break. You will get the Certificate in International Business Negotiation (Code: ITP02)

Option 3: If you have already undergone the Certificate in International Business Negotiation or the Certificate in Mediation Advocacy (Code: ITP06), you can complete the Mediation Training Program by joining on the third day and complete the balance 25-hours (3days).

As per IIAM Mediator Accreditation System, a participant having successfully completed Mediation Training Program is categorised as a Grade B Mediator and will be eligible for empanelment as IIAM Mediator. The Mediator can upgrade to various certification levels leading to IMI Certification through the IIAM Qualifying Assessment Programs (QAP).

For Testimonials of Participants see: http://www.arbitrationindia.org/testimonials_mtp.html

For upcoming training calendar see: <http://www.arbitrationindia.org/calendar.html>

Fee:

Option 1: Rs. 35,000.00 (Indian participants) ; US\$ 650.00 (NRI participants & participants from SAARC Region) ; US\$ 700.00 (Foreign participants) + 18% GST

(Fee includes Training material, IIAM Mediation Rules, IIAM Mediators' Professional Code of Conduct and the IIAM Mediators' Conduct Assessment Process, coffee/snacks for breaks and lunch for 5 days.)

Option 2: Rs. 15,000.00 (Indian participants) ; US\$ 275.00 (NRI participants & participants from SAARC Region) ; US\$ 300.00 (Foreign participants) + 18% GST

(Fee includes Training material, coffee/snacks for breaks and lunch for 2 days.)

Option 3: Rs. 20,000.00 (Indian participants) ; US\$ 370.00 (NRI participants & participants from SAARC Region) ; US\$ 400.00 (Foreign participants) + 18% GST

(Fee includes Training material, IIAM Mediation Rules, IIAM Mediators' Professional Code of

Conduct and the IIAM Mediators' Conduct Assessment Process, coffee/snacks for breaks and lunch for 3 days.)

Participants are responsible for their own hotel/hostel reservation. In case the participant requires assistance for identifying or booking accommodation, feel free to contact IIAM.



(Code: ITP06) (3 days: 25 hours)

Mediation has developed into a mainstream dispute resolution process for commercial disputes. Business and commercial mediation has developed into a sophisticated form of managed negotiation, where the resolution has to satisfy the needs and interests of the parties and help to build great relationships. It has grown beyond the skills of the mediators alone. In commercial mediation, the lawyer plays most often an active and useful role during the mediation. He assists his client throughout the process, usually in a collaborative and constructive manner and may well become the best advocate of the mediation in the interest not only of his client but also in the interest of all other participants.

Beyond knowing his client's case, the lawyer or other professional acting as a practitioner in mediation must know his client's wider commercial, financial, social relationship or any other factors that drive him towards or away from a resolution. Lawyers are trained to focus narrowly on a formatted case, regulated by the process of the court. Mediation forces them to take a

much wider view, and adopt an approach for which they have yet to be trained in any serious manner. Mediation is most successful when the parties' advocates/advisors are knowledgeable and skilled in the principles of the mediation process and negotiation theories. Mediation Advocacy is becoming popular and a comprehensive professional exposure to mediation advocacy is considered necessary to engage in a specialized and high quality corporate law practice. It helps the clients to achieve outcomes that may be unattainable in a courtroom or arbitral tribunal.

The Mediation Advocacy Program at IIAM offers the opportunity to learn what is necessary to become a skilled mediation adviser/advocate. Experienced and highly knowledgeable trainers introduce you to the theory and concepts that form the basis of mediation advocacy practice. The course provides participants with the opportunity to practice this structured dispute resolution process through a series of interactive presentations, role play simulations, real life case studies and discussion groups. The training merges highly interactive, skill-based courses in negotiation and mediation. It covers the role of the lawyer in the pre-mediation, mediation and post-mediation processes and professional and technical skills required for advising and representing clients in mediation and related dispute resolution processes. The training also gives emphasis on the code and ethical standards of mediation.

The Certificate in Mediation Advocacy entitles you to complete the Mediation Training Program (Code ITP05), which makes you a professional mediator, by joining on the third day of the Mediation Training Program and completing the balance 25 hours. See Mediation Training Program for details.

For upcoming training calendar see: <http://www.arbitrationindia.org/calendar.html>

Fee:

Rs. 20,000.00 (Indian participants) ; US\$ 370.00 (NRI participants & participants from SAARC Region) ; US\$ 400.00 (Foreign participants) + 18% GST

(Fee includes Training material, IIAM Mediation Rules, IIAM Mediators' Professional Code of Conduct and the IIAM Mediators' Conduct Assessment Process, coffee/snacks for breaks and lunch for 3 days.)

Participants are responsible for their own hotel/hostel reservation. In case the participant requires assistance for identifying or booking accommodation, feel free to contact IIAM.



CERTIFICATE IN INTERNATIONAL BUSINESS NEGOTIATION

(Code: ITP02) (2 days: 15 hours)

The program is designed to provide a thorough understanding of negotiation process, power and how this impacts on people. The strategic negotiation framework enables participants to take total control of their negotiation environment no matter how complex the situation. The program will focus on the dynamics of power in negotiation – who has it, how did they get it, how is it used, and how it impacts deals or settlements. It will explore specific techniques in maximizing each party's potential to negotiate at their best and understand the essentials of shadow negotiation. It takes participants far beyond standard 'negotiation models', 'bargaining', with refreshing discovery learning style and content which will change the outlook and behaviour of human interaction.

The program will cover the basic foundations for effective negotiation, understanding the bargaining style, setting goals in negotiation, nurturing relationships critical to negotiation success and maximizing leverage to conclude a deal. Through discussion and role-plays, it will focus on the structure, skills, strategies and goals of negotiation.

The Certificate in International Business Negotiation entitles you to complete the Mediation Training Program (Code ITP05), which makes you a professional mediator, by joining on the third day of the Mediation Training Program and completing the balance 25 hours. See Mediation Training Program for details.

For upcoming training calendar see: <http://www.arbitrationindia.org/calendar.html>

Fee:

Rs. 15,000.00 (Indian participants) ; US\$ 275.00 (NRI participants & participants from SAARC Region) ; US\$ 300.00 (Foreign participants) + 18% GST
(Fee includes Training material, coffee/snacks for breaks and lunch for 2 days.)

Participants are responsible for their own hotel / hostel reservation. In case the participant requires assistance for identifying or booking accommodation, feel free to contact IIAM.



PROFESSIONAL CERTIFICATE IN COMMERCIAL ARBITRATION

(Code: ITP03) (2 days: 15 hours)

The program provides knowledge and an appreciation of commercial arbitration and its role within the Indian legal system. It offers the participants the theory of arbitration law and practice, with emphasis on procedure of arbitration, both ad-hoc and institutional, drafting of arbitration agreements and awards. The program will also look at the art of drafting dispute resolution clauses appropriate to the parties' business needs and dispute resolution desires. The program will provide a solid foundation for participants to represent in Commercial Arbitration as an Arbitration Lawyer / Consultant and as an Arbitrator.

After successful completion, the participant will be eligible for empanelment as an IIAM Arbitrator, subject to the norms of enlistment.

For Testimonials of Participants see: http://www.arbitrationindia.org/testimonials_pcca.html

For upcoming training calendar see: <http://www.arbitrationindia.org/calendar.html>

Fee:

Rs. 20,000.00 (Indian participants) ; US\$ 370.00 (NRI participants & participants from SAARC Region) ; US\$ 400.00 (Foreign participants) + 18% GST

(Fee includes Training material, coffee/snacks for breaks and lunch for 2 days.)

Participants are responsible for their own hotel / hostel reservation. In case the participant requires assistance for identifying or booking accommodation, feel free to contact IIAM.



(Code: ITP04) (Distance-Ed Program)

CDM is a distance learning course valid for six months from the date of enrolment. Distance-Ed programs offer the facility to study in a flexible way and fit it around your lifestyle. You can enroll at any time of year and you study entirely at your own pace, submitting your assignments when you are ready.

The course will provide a good basic knowledge of ADR – Negotiation, Mediation & Arbitration. The course is in 2 Modules.

Module 1 – Basics on Negotiation & Mediation

Study of conventional types of negotiation and the alternatives for principled negotiation and its stages and method. Styles of negotiation and preparing to effective negotiation. Overview on mediation based on evaluative and facilitative methods.

Module 2 – Dispute Management ADR Methods

Comparative study of mediation and Conciliation and the methods of mediation. Arbitration and its style of dispute resolution. Analysis of systems of mediation and arbitration and various laws and rules.

As per IIM Mediator Accreditation System, a candidate with CDM is categorised as Grade C Mediator.

For Testimonials of Participants see: http://www.arbitrationindia.org/testimonials_cdm.html

Fee:

Rs. 12,000.00 (Indian participants) | US\$ 240.00 (Foreign participants) + 18% GST

Additional handling charges for participants enrolled from outside India:

Rs. 2000.00 (Indian participants) | US\$ 40.00 (Foreign participants) + 18% GST

QR Codes:

Mediation Training Program



Certificate in Mediation Advocacy



Certificate in International Business Negotiation



Professional Certificate in Commercial Arbitration



Certificate in Dispute Management



Qualifying Assessment Programme





IIAM is the only institution in India approved by the International Mediation Institute (IMI), The Hague, as a "Qualifying Assessment Programme" (QAP) for IMI Certification. This is based on programs whose mediator training and assessment assertedly provides assurance of mediation experience and expertise worthy of IMI certification.



International Mediation Institute

IMI, formed for the purpose of certifying international standards for mediators and for implementing the Global Mediator Competency Certification, had launched its global mediator competency certification scheme in January 2009. This is an online scheme for enabling businesses and their advisers to find the world's most competent mediators by using an advanced search engine on the IMI web portal – www.imimmediation.org.

IIAM QAP helps the mediator to improve its accreditation based on experience and finally getting IMI certified. A Grade B mediator on adding on experience is eligible to be accredited as a Certified Commercial Mediator and thereafter as a Certified Senior Commercial Mediator and finally as an IMI Certified Mediator. IMI Certification entitles Mediators to upload their Profile onto the IMI web portal and therefore to be recognized and included among the world's most competent mediators and be searchable by a vast number of users worldwide.

For more details on IIAM Training Programs:

Mail to: G-254, Panampilly Nagar, Kochi 682 036
or Email: training@arbitrationindia.com
or log on to: www.arbitrationindia.org

Testimonials of
Participants



Calendar of
Programs

