



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



HELLENIC MEDIATION & ARBITRATION CENTRE

Athens

Friday, March 11 & Saturday, March 12, 2011



UIA World Forum of Mediation Centres

Meet the Officers of the World's Leading Commercial Mediation Centres

Seminar organised by the UIA Mediation Commission in cooperation with
the Hellenic Union of Mediators and the Hellenic Mediation and Arbitration Centre

American Arbitration Association / International Centre for Dispute Resolution - Arbitration Court at the Bulgarian Chamber of Commerce and Industry - ADR Center - Aequitas ADR - Asociación Mexicana de Mediación y Arbitraje Comercial - Beijing Arbitration Commission - Brussels Business Mediation Centre - Centre for Effective Dispute Resolution (CEDR) - Centre Professionnel de Médiation - Chamber of National and International Arbitration of Milan - Chambre Suisse de Médiation Commerciale - Chambre vaudoise du commerce et de l'industrie - Cour Européenne d'Arbitrage - InterMediation - International Chamber of Commerce - Centre de Médiation et d'Arbitrage de Paris - Centre de Résolution des Conflits - Concilia - Conciliation Centre of CCPIT/CCOIC - Consolat de Mar de Barcelona - CPR: The International Institute for Conflict Prevention and Resolution - Court of International Commercial Arbitration of the Chamber of Commerce and Industry of Romania - Euroarbitrage - Hellenic Mediation and Arbitration Centre - Hellenic Union of Mediators - Henning Mediation and Arbitration - Hong Kong Mediation Council - Institut d'Expertise, d'Arbitrage et de Médiation - London Court of International Arbitration - Malaysian Mediation Centre - Mediation Centre of Thessaloniki Bar Association - Netherlands Mediation Institute - Organismo di Conciliazione di Firenze (OCF) - Resolutia Gestione delle Controversie - Slovenian Association of Mediators - Società Italiana per la Risoluzione Alternativa delle Controversie - The Chartered Institute of Arbitrators - The Law Society of New South Wales - World Intellectual Property Organisation

Introduction

The Forum of Mediation Centres was created in 2001 by the Mediation and Conflict Prevention Commission of the UIA. It brings together the most important commercial mediation and ADR centres from around the world and offers an occasion to exchange views on the development of ADR and best practices. It is also an occasion for centres to collaborate on specific programmes.

The meeting in Athens will be the 15th since the creation of the Forum.

As mediation is now thriving in a number of countries either under the influence of the European Directive or because it is finally recognised as the best instrument to settle international business disputes, we have decided at this next Forum to discuss the issues which are at the very heart of mediation development such as the Directive, cultural differences, mediation skills, etc.

On the other hand, mediation should be flexible enough to be able to face the problems, which companies encounter on a day to day basis and mediation is being increasingly used to prevent or resolve internal disputes within companies and help face the difficulties created by the global financial crisis.

Once again the Forum will be at the forefront of the latest thinking in mediation and ADR.

This is an event you cannot afford to miss!



2011
Thursday, March 10, 2011

19:00

WELCOME COCKTAIL

Hotel Royal Olympic

28-34 Ath. Diakou Street

11743 Athens



Friday, March 11, 2011

08:30 - 09:00

REGISTRATION OF PARTICIPANTS

Hotel Royal Olympic

28-34 Ath. Diakou Street, 11743 Athens

09:00 - 09:30

Welcome and Opening of the Seminar

Catherine COTSAKI, *President of the Hellenic Union of Mediators, Cotsaki and Nerantzis Law Office, Athens, Greece*

Pascal MAURER, *UIA President, Keppeler & Associés, Geneva, Switzerland*

Ioanna ANASTASSOPOULOU, *President of the Hellenic Mediation and Arbitration Centre, V & P Law Firm, Athens, Greece*

Harry KASTANIDIS, *Minister of Justice, Athens, Greece**

Dimitrios PAXINOS, *President of the Hellenic Bar Association, Athens, Greece**

Thierry GARBY, *Co-President of the UIA World Forum of Mediation, Avocat honoraire, Mediator and Arbitrator, Paris, France*

* invited

MEDIATING WITHIN THE COMPANY

09:30 - 10:30

► **Labour Disputes**

Giorgio GRASSO, *Studio Legale Gelex, Rome, Italy*

Linda FORESE, *Dresser INC Group, Florence, Italy*

Gregory HUNT, *Centre for Effective Dispute Resolution (CEDR), London, UK*

10:30 - 10:45

COFFEE BREAK

10:45 - 11:30

► **Change Management & Mediating Change**

Fighting challenges – Mastering the transition – What makes change possible and viable?

Corporate Mediation, Change Management, Mediating Changes... How can people, faced with enormous challenges in private and professional setting, carry on and carry responsibility without collapsing under the burden?

Transforming the most difficult circumstances in a constructive and productive way. The guideline is focusing on solutions instead of on problems.

Jane GUNN, *Corporate Peacemakers, Reading, UK*

Aleksandra WEBER, *Medical Doctor / Mediator, Mediation Weber, Munich, Germany*

MEDIATION SKILLS

11:30 - 12:30

► **Proactive Mediation**

How can companies benefit from the use of mediation in early stages of conflict (Proactive mediation)? What impact can the use of proactive mediation have on the relationships and atmosphere at work, on work motivation and efficiency? How companies implement the use of proactive mediation and make it an integral part of their functioning?

Marko IRSIC, *Zavod Rakmo, Ljubljana, Slovenia*

Ioanna ANASTASSOPOULOU, *President of the Hellenic Mediation and Arbitration Centre, V & P Law Firm, Athens, Greece*

Haris MEIDANIS, *Meidanis Pagoulatos & Associates, Athens, Greece*

12:30 - 14:00

LUNCH

Hotel Royal Olympic

14:00 - 14:45

► **From Mystery to Mastery**

To what extent do the personal qualities of the mediator impact upon the mediation process and can we create a curriculum that helps mediators to focus on personal development along with the traditional teaching of skills and theory?

Jane GUNN, *Corporate Peacemakers, Reading, UK*

Helena DE BACKER, *President of the UIA Mediation and Conflict Prevention Commission, DS De Backer & Bastin, Brussels, Belgium*

Spyros ANTONELLOS, *Spyros Antonelos and Partners Law Office, Athens, Greece*

14:45 - 15:30

► **Mediation and Coaching**

We will explain during this session what are the other roles that a mediator can play inside organisations: conflict coach, business coach, conflict management consultant, etc. We will review the skills and conditions that are needed to extend our practice to those activities and what could be a typical plan to implement this extension.

François BOGACZ, *Convirgente, Lisbon, Portugal*

Constantinos KATSIKIANNIS, *Katsigiannis Associates 1886 Law Office, Athens, Greece*

15:30 - 15:45

COFFEE BREAK

15:45 - 16:30

► **Styles and Techniques in Mediation and Negotiation**

Laura Elena POP, *Pop Laura Elena Law Office, Cluj-Napoca, Romania*

Dimitra TRIANTAFYLLOU, *Triantafyllou Law Office, Thessaloniki, Greece*

Eftyhia KOURAKLI, *Kourakli Eftyhia Law Firm, Thessaloniki, Greece*

16:30 - 17:30

► **Mediation and Insolvency**

This session will first discuss the features of commercial disputes in a crisis background and the mediators' strategies in tackling this kind of disputes. It will then explore some special types of mediation created in France to prevent bankruptcy: the *ad hoc* mandate, the Mediator of Credit and the Mediator of Industry.

Thierry GARBY, *Co-President of the UIA World Forum of Mediation Centres, Avocat honoraire, Mediator and Arbitrator, Paris, France*

Catherine COTSAKI, *President of the Hellenic Union of Mediators, Cotsaki and Nerantzis Law Office, Athens, Greece*

Stefano PAVLETIC, *Studio Pavletic, Milan, Italy*

Nicole BALADIS, *Karagounis & Partners Law Offices, Athens, Greece*

Jean-Pierre SALAÜN, *Médiateur du crédit et médiateur de l'industrie, Paris, France*

17:30

END OF DAY ONE

20:00

Dinner and Dancing at Elaia

Eretheos 16 & Erotokritou Street, Plaka, Athens



Saturday, March 12, 2011

09:00 - 09:30

REGISTRATION OF PARTICIPANTS

Hotel Royal Olympic

28-34 Ath. Diakou Street

11743 Athens

DEVELOPMENT OF MEDIATION

09:30 - 10:30

► **International Commercial Mediation Experience: The Cultural Context**

Intercultural mediation is a vast topic. This session will investigate practical strategies to handle those differences and particularly between China and the West.

Colin J. WALL, *Co-President of the UIA World Forum of Mediation Centres, Global Mediation Services Ltd, Hong Kong, China*

Chengjie WANG, *CCPIT/CCOIC Mediation Centre, Beijing, China*

Hui CHENG, *CCPIT/CCOIC Mediation Centre, Beijing, China*

10:30 - 10:45

COFFEE BREAK

10:45 - 11:15

► **How to Create a Market for Mediation?**

Making known the advantages of mediation as ADR method. Overcome reluctance and objections to mediation.

Marketing plan, marketing factors, market segmentation and specialization, the role of standards and ethics in promoting mediation, new growth options for mediation services.

Catherine COTSAKI, *President of the Hellenic Union of Mediators, Cotsaki and Nerantzis Law Office, Athens, Greece*

Ioanna ANASTASSOPOULOU, *President of the Hellenic Mediation and Arbitration Centre, V& P Law Firm, Athens, Greece*

Evi AVLOGIARI, *Evi Avlogiari & Partners Law Office, Thessaloniki, Greece*

Gregory HUNT, *Centre for Effective Dispute Resolution (CEDR), London, UK*

Jeffrey S. ABRAMS, *Attorney – Mediator, Houston, TX, USA*

11:15 - 11:45

► **The European Mediation Directive: A Brief Overview of the Status Quo**

John BOSNAK, *NMI, Rotterdam, The Netherlands*

Catherine COTSAKI, *President of the Hellenic Union of Mediators, Cotsaki and Nerantzis Law Office, Athens, Greece*

11:45 - 12:30

► **News from the Centers – Future Business of the Forum**

Thierry GARBY, *Co-President of the UIA World Forum of Mediation Centres, Avocat honoraire, Mediator and Arbitrator, Paris, France*

Colin J. WALL, *Co-President of the UIA World Forum of Mediation Centres, Global Mediation Services Ltd, Hong Kong, China*

12:30 - 14:00

LUNCH

Hotel Royal Olympic

14:00 - 15:30

► **Health Care Group**

Jane GUNN, *Corporate Peacemakers, Reading, UK*

Aleksandra WEBER, *Medical Doctor / Mediator, Mediation Weber, Munich, Germany*

Simona MLAKAR, *Lawyer / Mediator, Medical Chamber of Slovenia, Ljubljana, Slovenia*

15:30

END OF THE FORUM

20:00

Optional Dinner at Kuzina Restaurant

Adrianou 9 Thissio – Athens

Organising Committee

Thierry GARBY

Avocat honoraire

Arbitrator and Mediator

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General Information

VENUE OF THE SEMINAR

Hotel Royal Olympic

28-34 Ath. Diakou Street

11743 Athens, Greece

REGISTRATION FEES

The registration fees for the Forum are:

345 € until February 11, 2011

395 € as of February 12, 2011

250 € local registration fee

These fees cover participation in the seminar, coffee breaks, lunches on Friday, March 11 and Saturday, March 12 and dinner on Friday, March 11, 2011. The Welcome Reception on Thursday night, March 10, is complimentary. The dinner on Saturday, March 12 is optional and an additional charge. Please note that the number of places at the seminar is limited. The organisers reserve the right to refuse registrations in the event of excess applications.

VISAS

Any person, who would like to receive a visa invitation letter to attend the seminar, should register and pay their registration fees during the early bird rate to ensure there is enough time to obtain a visa. Only then it will be possible to benefit from a reimbursement in case the visa was refused.* - **

Should we only receive your registration after the early bird deadline, only 50% of the registration fees will be reimbursed.

In case your visa will be delivered after the date of the seminar, there will be no reimbursement.

* 100% refund of the amount paid minus € 50 (administrative costs).

** We need to receive proof of refusal before we proceed with the reimbursement.

LANGUAGES

The working language will be English. There will be no simultaneous translation.

HOTEL ROOM RESERVATION

A limited number of rooms have been pre-booked, at a preferential rate, at the hotels listed below. Reservations should be made directly through the hotel. Credit card details must be given in order to secure your reservation. Please note that room numbers are limited, we recommend that you proceed with your reservations as soon as possible.

| Hotels | Rates | |
|---|---|--|
| Hotel Royal Olympic (5*) 28-34 Ath. Diakou Street 117-43 Athens, Greece T +30 210 9288 400 F +30 210 9230 331 E groups@royalolympic.com | Standard Single Room Standard Double Room Deluxe Single Room Deluxe Double Room Athenian Panorama Single Room Athenian Panorama Double Room Breakfast and taxes included Deadline: 12/01/2011 Please download the hotel reservation form from our website: www.uianet.org | 100 € 100 € 150 € 150 € 280 € 280 € |
| Athens Gate Hotel (4*) 10, Syngrou Avenue 117-42 Athens, Greece T +30 210 9238 302-3 F +30 210 9237493 E reservations@athensgate.gr | Standard Single Room Standard Double Room Superior Single Room Superior Double Room Breakfast and taxes included Deadline: 01/01/2011 Please download the hotel reservation form from our website: www.uianet.org | 100 € 110 € 125 € 135 € |
| Acropolis Select Hotel (3*) 37-39, Falirou Street 117-42 Athens, Greece T +30 210 921 1610 F +30 210 921 6938 E select3@otenet.gr | Single Room Double Room Triple Room Breakfast and taxes included Please download the hotel reservation form from our website: www.uianet.org | 59 € 69 € 82 € |

NOTE

The organisers may at any time, with or without giving notice, in their absolute discretion and without giving any reason, cancel or postpone the seminar, change its venue or any other published details.



U.I.A. World Forum of Mediation Centres

Meet the Officers of the World's Leading Commercial Mediation Centres

Friday, January 28 and Saturday January 29, 2011

GREECE

REGISTRATION FORM

Register online at:

www.uianet.org

Please complete and return this form **before February 25, 2011**, by fax, post or email, 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

U.I.A. 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 :

E-mail :

Date of Birth :

A. SEMINAR REGISTRATION FEES

The registration fee until February 11, 2011: **345 €**

The registration fee as of February 12, 2011: **395 €**

The local registration fee: **250 €**

B. SEMINAR SOCIAL ACTIVITY

Please indicate below whether you plan to attend the following event, included in the cost of your registration.

- Welcome Cocktail – Thursday, March 10 Lunch – Friday, March 11
 Dinner & Dancing – Friday, March 11 Lunch – Saturday, March 12

C. OPTIONAL ACTIVITY

(not included in the registration fees)

- Optional Dinner – Saturday, March 12
 ♦ Please book person(s) for the dinner on Saturday, March 12 55 € x ___ pers

D. TOTAL

TOTAL (A) Registration Fees €.....

TOTAL (C) Optional Activity €.....

TOTAL (A+C) €.....

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

Signature :.....

E. METHOD OF PAYMENT

- ♦ By cheque in € payable to the UIA, addressed to: UIA - 25 rue du Jour - 75001 Paris – France
 ♦ By bank transfer in € without charges to the payee, payable to the Union Internationale des Avocats account and quoting "2011 Athens Forum"

Société Générale – 8 avenue du Président Wilson - 75116 Paris – France.

Bank Code: 30003

Sort Code: 03170

Account N°: 00050320729 - RIB: 06

Swift N°: SOGEFRPP

IBAN: FR76 3000 3031 7000 0503 2072 906

- ♦ By credit card : Visa Eurocard / Mastercard
Card N° : _____
Expiry date: __ / __ Name of card holder:

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

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

Signature:

F. CANCELLATION CONDITIONS

In case of cancellation received at the UIA before February 11, 2011; 50% refund of the amount paid minus € 50 (administrative costs).

No refund thereafter.