Promoted by

FONDAZIONE ADR CENTER

IX INTERNATIONAL
POST-GRADUATE COURSE

MAKING AND SAVING DEALS

In the Global Business Environment

July 2-17, 2012 | Milan, Italy

An intensive course on negotiation, mediation and arbitration for law and graduate students from all over the world

Making and Saving Deals

Today's business environment is truly global. Increasingly, lawyers and business professionals are called on to **negotiate business deals** that cross political, legal, and cultural boundaries. Now, more than ever, lawyers and business professionals are called on to **"save deals"** through transnational private **dispute resolution processes**.

During this intensive two-week course, European law and graduate students will work together with a world-class faculty to refine the skills necessary to make and save commercial deals in our growing **global business environment**.

Participants will learn how to **negotiate**, as well as utilize **mediation, arbitration** and other private dispute resolution processes to preserve and manage business relationships. The program's unique international mix of participants applying these concepts in sophisticated cross-cultural exercises allows for students from all over the world to engage in negotiations and experience the dynamics of working across legal and cultural divides.

Making and Saving Deals (M&SD) was established in 2003 by ADR Center in cooperation with Hamline University School of Law. Since 2011, the course is a non-profit initiative promoted by Fondazione ADR Center in cooperation with a consortium of universities.

Course Director

Giuseppe De Palo
International Professor of Alternative Dispute Resolution Law & Practice at Hamline University School of Law in St. Paul, Minnesota and President of ADR Center in Rome

FONDAZIONE ADR CENTER

Fondazione ADR Center is a non-profit organization with the purpose of pursuing social solidarity objectives in the fields of Alternative Dispute Resolution (ADR) and effective dispute management.

02 06 July

Making Deals: Negotiating International Business Transactions

Unit One of the course is designed for professionals interested in a cross-cultural introduction to contemporary negotiation theory and practice. Topics covered include negotiator style and personalities, and the tension between creating and distributing value, communication theories, as well as psychological and cultural barriers to successful negotiation. Participants will also be introduced to international deal-making laws, focusing on three types of transactions: intellectual property, sport and entertainment, and mergers and acquisitions.

Faculty

Rachele Gabellini

Instructor and accredited mediator at ADR Center in Rome. Ms. Gabellini is a lawyer with experience in judicial and extrajudicial dispute resolution of international civil and commercial cases

Distinguished Lecturers

Pablo Cortés, University of Leicester (Leicester)
Stefano Feltrin, Studio Legale Feltrin (Rome)
Gianluca Gilardi, Studio Legale Sutti (Milan)

DAILY TOPICS

Monday, July 2	• Program Introduction and "Road Map" • Negotiation Definition • Personal Styles • Distributive vs. Integrative Tendencies
Tuesday, July 3	• Key Concepts in Negotiation • Avoiding Common Negotiator Mistakes • Distinguishing Issues, Interests and Positions • Managing your own Satisfaction
Wednesday, July 4	• Creating Value in Negotiation • Effective Preparation Strategies • Tension between Empathy and Assertiveness Case Study: Intellectual Property Law
Thursday, July 5	• Effective Communication in Negotiation • Exchanging Information • Negotiations Entailing Multiple Issues Case Study: Sport and Entertainment Law
Friday, July 6	• Barriers and Cultural Differences in Negotiation • Lie Prevention and Detection in Negotiation Case Study: On line Dispute Resolution (ODR) and Complex Dispute Negotiation Negotiation Test

Saving Deals: Resolving International Business Disputes

09 July 17

Unit Two will be of particular interest to lawyers and business professionals seeking a sophisticated approach to deal-making and deal-saving. The course will provide participants with an introduction to key concepts in international mediation and arbitration, including how to choose an appropriate dispute resolution process, draft enforceable dispute resolution clauses, and effectively represent clients in private dispute resolution forums.

Faculty

Manon Schonewille

President of ACB Foundation, partner at Toolkit Company, JAMS International panelist, and IMI Certified Mediator at Result ACB. Ms. Schonewille lectures at Utrecht University, co-chairs the International Committee of ABA's DR Section and is a frequently published author

Giulia Gosi

Senior associate with Cleary Gottlieb Steen & Hamilton in Rome, Ms. Gosi's practice primarily focuses on commercial international and treaty-based arbitration as well as on civil and commercial litigation.

Stavros Brekoulakis

Researcher and Senior Lecturer in International Dispute Resolution at Queen Mary University in London. Mr. Brekoulakis is also the academic director of the Diploma Course in International Arbitration and a member of the Athens Bar

Distinguished Lecturers

Tim Hardy, CMS Cameron McKenna (London)
Emanuele Alemagna, Studio LCA (Milan)
Edoardo Vassallo, Studio Legale Portale Visconti (Milan)

DAILY TOPICS

Monday, July 9	• Dispute Resolution Overview • Mediation: Structure and Goals • Choice of Process
Tuesday, July 10	• Initial Contact Stage - Legal and Administrative Aspects - Opening Statements Case Study: Tenancy
Wednesday, July 11	• Mediation Techniques, Information Exchange and Analysis • Interest vs. Position Case Study: Cross-border Intellectual Property
Thursday, July 12	• Mediation Advocacy • Drafting Dispute Resolution Clauses • Generating Options and Finalizing Agreements • Evaluation and Decision Analysis
Friday, July 13	• Advanced Topics in Business Mediation: Intercultural Aspects, Styles and Approaches to Mediation • Getting a Cased Organized • Dealing with Dilemma's and Difficult Situations
Monday, July 16	• Arbitration Introduction: New York Convention • Arbitration Procedure • Arbitration Agreement
Tuesday, July 17	• Advocacy Techniques in International Arbitration-Effective Opening Statements and Use of Evidence • Moot Arbitration Session

GENERAL INFORMATION

Time and Location

The course will be conducted entirely in English, and will take place from Monday through Thursday from 2.00pm to 6.30pm and on Friday from 9.00am to 1.00pm at ADR Center, Via Festa del Perdono 10, 20122 Milan – Italy.

Program Fees

The program fee is € 2.950 + VAT. This fee includes all study materials. Participants may elect to attend only one of the courses by paying the respective course fees:

- Course 1 ("Making Deals"): € 1.800
- Course 2 ("Saving Deals"): € 2.000

Priority enrollment will be given to candidates participating in the entire program.

Payment Methods

Bank transfer to the bank account identified below:

Unicredit SpA
Acct. Holder: ADR Center SpA
IBAN: IT/84 E 02008 05211 000030031594
BIC/SWIFT Code: UNCRITM1712

Please mention "Making and Saving Deals 2012 Payment" when submitting your bank transfer.
Once payment is received, ADR Center will forward a receipt as instructed.

Course Certificate

Participants who attend all classes and complete the final exams will receive a course certificate from ADR Center Foundation.

Accreditation as Italian Mediator

Participants who complete the program and enroll in an additional two-day course organized by the ADR Center will receive Italian mediator certification according to Italian Law (DM 180/2010). The additional two-day course will be offered at a discounted price to M&SD participants. Instruction will be only in Italian.

Cancellation

The organizers reserve the right to alter or cancel the program should circumstances so warrant. In the event of program cancellation, fees will be refunded within 30 days from the date of the request.

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GENERAL INFORMATION

Application
Applicants must fill in the Application Form and return it together with a copy of an updated CV to ADR Center by fax or e-mail.

Program Fee
€ 2.950,00 + VAT included books and all study materials. Participants may elect to attend only one of the courses by paying the respective course fees:

· Course 1 ("Making Deals"): € 1.800
· Course 2 ("Saving Deals"): € 2.000

Priority enrolment will be given to candidates participating in the entire program.

Payment Methods
The payment shall be made by bank transfer to the bank account in the box below by **June 2, 2012**

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Acct. Holder: ADR Center SpA
IBAN: IT/84 E 02008 05211 000030031594
BIC/SWIFT Code: UNCRITM1712
Please mention "Making and Saving Deals 2012" Payment

Cancellation
The organizers reserve the right to alter or cancel the program should the circumstances warrant. In the event of program cancellation, fees will be refunded within 30 days from the date of the request.

Privacy
Your personal data will be used according to Italian Law 196/2003.

Signature_____

For further information:
Fondazione ADR Center - Via del Babuino, 114
00187 Rome - Italy
Ph.+39 06 6938 0004
www.makingandsavingdeals2012.it

In cooperation with

Craiova University

University of Ljubljana

Armenian-Russian University

APPLICATION FORM

9th ANNUAL

INTERNATIONAL POST-GRADUATE COURSE

MAKING AND SAVING DEALS IN THE GLOBAL BUSINESS ENVIRONMENT

Milan, July 2 – 17, 2012

Fill in and send this form via fax or e-mail to ADR Center
Via del Babuino, 114 – 00187 Rome - Italy
Fax +39 06 6919 0408
E-mail: international@adrcenter.com

Please choose the course option you would like to attend:
☐ MAKING AND SAVING DEALS - Unit 1and 2 (from 2 to 6 July and from 9 to 17 July)
☐ MAKING DEALS - Unit 1(from 2 to 6 July)
☐ SAVING DEALS - Unit 2 (from 9 to 17 July)

PERSONAL DATA

Family Name _____ First Name _____

Place of Birth _____ Date of Birth _____

Nationality _____ Sex _____ Marital Status _____

Address _____ Postal Code _____

Town _____ Country _____ E-mail _____

Phone/Fax/Cell phone _____

Profession _____ Company _____

University _____ Type of Degree _____

PROFESSIONAL ADDRESS

Company _____ Field of Activity _____

Address _____ Postal Code _____

Town _____ Country _____

VAT Number or Fiscal Code _____

The invoice will be sent to: ☐ professional address
☐ other address

OTHER INFORMATION

English Language (please indicate level of knowledge)

☐ native speaker ☐ excellent ☐ good ☐ fair

Possible certificates obtained (i.e. TOEFL, FCE etc.) _____

How did you hear about the course?
☐ University Web site ……
☐ ADR Center ……
☐ Other source ……

Date_____ Signature_____

ADR CENTER LEADING THE RESOLUTION | member of JAMS INTERNATIONAL

In cooperation with

COLLEGIO DI MILANO

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Associazione Studi Legali Associati

Universiteit Utrecht

Universiteit Antwerpen

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Universidade Nova de Lisboa

University of Warsaw

Vilnius University
Faculty of Law

Universidad del Rosario

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Quito University

UNIL | Université de Lausanne
Faculté de droit
et des sciences criminelles

Riga Graduate School of Law

University of Ljubljana – Faculty of Law

Craiova University

The University of Hong Kong
faculty of law

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