

45 HOUR ONLINE TRAINING PROGRAM ON MEDIATION AND NEGOTIATION 2020



Indian Institute of Corporate Affairs

Partners in Knowledge. Governance. Transformation.

ONLY CENTRAL GOVERNMENT BODY APPROVED MEDIATION TRAINING IN INDIA

Batch 1
November 16 - December 22, 2020 | 6:00 pm to 8:15 pm
www.mediationiica.in

Batch 2
January 2 - February 10, 2021 | 6:00 pm to 8:15 pm
www.mediationiica.in

45 HOUR ONLINE TRAINING PROGRAM ON MEDIATION AND NEGOTIATION 2020

ABOUT INDIAN INSTITUTE OF CORPORATE AFFAIRS

Indian Institute of Corporate Affairs was established as a think tank for the Ministry of Corporate Affairs, Government of India, in 2008 to advance thought leadership in the Indian business environment through research, capacity building & advocacy efforts. Since its inception, the IICA continues to attract and train highly talented, innovative, entrepreneurial, ambitious and open-minded leaders in India. Characterised by pedagogical innovation, strong corporate connections and a rigorous academic environment, programmes and initiatives developed at IICA are purpose built to transform our participants to serve as architects of a responsible world.

ABOUT THE TRAINING

The 45 Hours Training Program on Commercial Mediation and Negotiation is the only government training program in India focused on specialized commercial mediation and negotiation. This course introduces participants to a range of issues surrounding the dynamics of disputes and to the advanced models of negotiation and mediation designed to aid in their resolution. The course will also attempt to capture the lessons that can be drawn from existing experiences - both within India and globally. Through interactive online sessions by international experts supported by relevant case studies, this month-long program will equip participant to understand the specifics of conflict management and alternative dispute resolution mechanisms. The training is designed keeping in mind the necessity of theoretical learning and practical implementation in Commercial Mediation and Negotiation.

The Government has taken many pro-active steps for Ease of Doing Business and for ease of Dispute Resolution in India. These include references to mediation in many statutes such as Section 89 of the Code of Civil Procedure, Section 12A of the Commercial Courts Act, 2015, Section 442 of the Companies Act, 2013 and Section 32(g)(2) of The Real Estate (Regulation & Development) Act, 2016 and Consumer Protection Act, 2019. However, in the absence of trained mediators and awareness about laws among bureaucrats and professionals, the effective enforcement of these policies becomes difficult. It is to resolve this gap that the IICA has developed this training program. We have trained more than 230 professionals in the last four years of training including international participants and country delegations.

WORD FROM IICA



**DR. SAMEER SHARMA, DIRECTOR
GENERAL AND CEO, IICA**

The **Indian Institute of Corporate Affairs** established by the Ministry of Corporate Affairs, Government of India, is a think tank. Our values are based on what we bring to our classes by combining theory and practice through a unique learning model called the IICA way of learning. This is our brand and is something we are constantly building, because it is an affirmation of who we are.

The arrival of Mediation in conflict resolution scene is evident from the recent introduction of mediation in almost all commercial dispute resolution laws such as Section 12A of Commercial Courts Act, 2015, Section 442 of Companies Act, 2013, Chapter V of Consumer Protection Act, 1986. As a government think tank we are pleased to roll out a 45 Hour mediation training for capacity building and creation of professionals to cater to commercial disputes to be resolved through negotiation and mediation.



**DR. NAVEEN J. SIROHI
PROGRAMME DIRECTOR**

India has an existing demand and need of professionally trained mediators. Mediation as a concept can be understood only through the process of 45 hour professional training. The training is designed keeping in mind the necessity of theoretical learning and practical implementation to be done by trained professionals' post being trained. Mediation is an art as well as skill better learnt through training and experience.

COURSE OUTLINE

THE OUTLINE FOR THE COURSE IS:

NEGOTIATION (COMMERCIAL AND CROSS CULTURAL)

MEDIATION (PRE AND POST LITIGATION MEDIATION)

STATUS OF MEDIATION ACROSS THE GLOBE

EFFECTIVE COMMUNICATION

UNDERSTANDING DISPUTES

LAWS GOVERNING MEDIATION IN INDIA

PSYCHOLOGY AND BODY LANGUAGE IN DISPUTE RESOLUTION

AGREEMENTS ARISING OUT OF MEDIATION

ONLINE DISPUTE RESOLUTION

MOCK MEDIATION PRACTICE AND EXAMINATION

MASTER TRAINERS



**MR. SRIRAM
PANCHU***

Mr. Sriram Panchu is a mediator practicing in India. He is also a designated Senior Advocate of the Madras High Court. He has mediated the Ram Janmabhoomi - Babri Masjid land dispute. He was appointed by India's Supreme Court to mediate a 500 square kilometre dispute between the states of Assam and Nagaland, and another public dispute involving the Parsi community in Bombay. He is at ease with the facilitative and evaluative styles of mediation. He also combines mediation and arbitration, and has developed innovative methods that are user-friendly and ensure finality of result with the best possible solution. He has also authored other books on mediation. *Settle for More* introduced mediation to the Indian audience. *Mediation: Practice & Law* (Butterworths, LexisNexis) is the standard manual in India. He has authored the Indian chapter of *Getting the Deal Through*. The Supreme Court of India has referred to him as a "distinguished mediator", "eminent trainer" and "one of the foremost mediators in the country".



**MS. LAURA
GRISOLANO***

Ms. Laura holds a Mediation Certificate from Northwestern University and completed Mediation Training with the Los Angeles County Bar Association. She is licensed by the State Bar of California and is an active member of the DuPage County (Illinois) Bar Association, the American Bar Association (Dispute Resolution Section), and the National Association of Women Lawyers. A Truman Scholar and Rhodes Scholar finalist, Grisolano was recognized as the 2013 Woman of the Year in Dispute Resolution by the National Association of Professional Women, and as the inaugural Donald Egan Scholar by The University of Chicago Law School. She has earned a reputation as a leader, a problem solver, and a connector who can move people and organizations to higher levels of performance.

MASTER TRAINERS



**MR. ANUROOP
OMKAR***

Mr. Anuroop Omkar is a lawyer and practising mediator based in Delhi. He is an internationally trained mediator and regularly undertakes high profile commercial, consumer and financial mediations across the country. He is empanelled as a mediator for Delhi Dispute Resolution Society, Ministry of Law and Justice, New Delhi, National Company Law Tribunal (NCLT) for matters under Companies Act, 2013, IAC Indian Merchant Chamber etc. He was member of the Review Committee of Ministry of Corporate Affairs for Section 442, Companies Act, 2013 on mediation and is an External Consultant to Bombay Chamber of Commerce and Industry. He is also a member of the IBBI Working group for Introduction of Personal Insolvency and a Mediator at the World Bank.



**MS. KRITIKA
KRISHNAMURTHY***

Ms. Kritika Krishnamurthy is the partner of law firm AK & Partners and the Director of Bridge Mediation and Consulting Pvt. Ltd. She is a practicing lawyer and a trained mediator and has co-authored legal best seller titled "The Art of Negotiation and Mediation- Wishbone, Funny bone & a backbone" published by LexisNexis in 2015. She is a visiting faculty for several institutions such as Small Industries Development Bank of India (SIDBI), Bombay Chamber of Commerce and Industry, Zonal Training Centre, Reserve Bank of India, New Delhi and Indian Society of International Law (ISIL). She regularly speaks on important commercial issues both in India and abroad. She's also one of the Top legal professionals - 40 under 40 by BusinessWorld Legal.



**MS. ARSHALUYS
MUSHKAMBARYAN***

Ms. Mushkambaryan is a Lecturer in the Department of Political processes and technologies at the Russian-Armenian (Slavonic) University, Armenia where she conducts courses on Conflict Resolution & Negotiation Management and Psychology of Negotiations. She also regularly conducts trainings on Non-verbal communication in Mediation for ADR Partners LLC.

MASTER TRAINERS



**MR. STEFANO
CARDINALE***

Mr. Stefano Cardinale is a registered lawyer at the Barcelona Bar Association, and at the Roma Bar Association, where he practices as international business lawyer, professional mediator, negotiator and ADR consultant for businesses. He has an extensive practice of international commercial ADR methods such as mediation and arbitration and he delivers tailored made conflict management systems to domestic and foreign companies. He has been a mediator's trainer in the most prestigious Indian Universities, such as Gujarat National Law University, National Law University Jodhpur and Tata Institute for Social Sciences (India). Mr. Cardinale has collaborated in writing various articles and articles on various aspects of mediation.

***Subject to Confirmation**

IMPORTANT DATES

Batch 1

16 November - 22 December 2020
6:00 PM - 8:15 PM (Indian Standard Time)

Batch 2

2 January - 10 February 2021
6:00 PM - 8:15 PM (Indian Standard Time)

Registrations will be accepted on a rolling basis. The Maximum capacity of Batch 1 is 30 persons and will be accepted on a first come, first serve basis.

FEES FOR THE COURSE

Rs. 42,480 (including GST) -
Domestic participants

USD \$625 (including GST) -
International Participants

REACH US

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INDIAN INSTITUTE OF CORPORATE AFFAIRS.



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