



Tentative¹ Training Agenda

The objective of this training is to deliver a two-day awareness raising and mediation skills course for Turkish lawyers. After this training you will know the most important characteristics of mediation, what cases are suitable for ADR, how to refer cases to mediation, and the key factors for success & failure. Moreover mediation and negotiation techniques are taught and practiced, as well as key learnings on how to educate others on –how to participate in - mediation.

BASIC MEDIATION SKILLS TRAINING (2 DAYS) 14-15 February 2009

Venue: Istanbul Bilgi University, Dolapdere Campus, ISTANBUL

DAY 1: Saturday – February 14, 10.00 – 17.00.	
Key trainers: Prof Giuseppe de Palo and Manon Schonewille	
Trainers Role Plays in break-out room: Asiyan Suleymanoglu, Ferda Paksoy	
Registration from 09.30, start training 10.00	
09.30 – 10.00	- Registration of participants. Hand-outs and training materials.
10.00	<ul style="list-style-type: none">- Welcome and introduction training program day 1.- Causes of conflict, ways of dealing with conflict.- Introduction to ADR and mediation, and their particular relevance in cross border business disputes. Characteristics of mediation and comparison of mediation to other Dispute Resolution methods.- Introduction to important basic concepts of mediation.- Factors favouring and disfavouring the use of mediation- Mediation as an interest based negotiation process to manage conflict, iinterests vs. positions, Video demonstration.- Case Study: finding a business solution based on several kinds of interests- Exercise interest based negotiation
13.00 - 14.00 LUNCH	
14.00	<ul style="list-style-type: none">- Exercise interest based negotiation (continued)- The Stages of the mediation process, overview.- Initial contact phase (preparation), administrative and ethical aspects of a mediation process (neutrality, impartiality, mediation agreement, settlement agreement, mediation rules and code of conduct).- Phase 1: opening statement + Phase 2: Exploration/exchange,

¹ Training agenda as well as trainers may be subject to change.



17.00	<p>(Video) demonstration.</p> <ul style="list-style-type: none"> - Psychological concepts of communication and conflicts - Fish bowl initiating a mediation - Q&A session - End day 1
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DAY 2: Sunday – February 15, 10.00 – 17.00.
Key trainers: Idil Elveris and Manon Schonewille
Trainers Role Plays in break-out room: Asiyan Suleymanoglu and Ferda Paksoy

Registration from 9.30. Start training 10.00

9.30 – 10.00	<ul style="list-style-type: none"> - Registration
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10.00	<ul style="list-style-type: none"> - Introduction training program day 2 - Caucus - The phases of a mediation process, continued: Phase 3: Generating options and negotiating the solution + Phase 4: Finalizing agreement and closure - Video demonstration. - Mediator styles, video demonstration (clips)s. - <i>Role play: simulation + debrief</i>
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13.00-14.00 LUNCH

14.00	<ul style="list-style-type: none"> - Brainstorming exercise: getting others to mediate. - Educating others in mediation, training of trainers. - Q&A, questionnaires - Closing remarks - Certificates - End of training
17.00	

