



4. Key Trainers



Prof. Giuseppe de Palo, ADR Center Rome



Giuseppe De Palo, an Italian attorney specializing in international business transactions, is a Professor of ADR Law and Practice at Hamline University School of Law. He also teaches International Negotiation Theory and Practice at the Interdepartmental Research Center in European and International Studies of the University of Rome "La Sapienza."

Professor De Palo co-directs the annual international post-graduate course Making and Saving Deals in the Global Business Environment: Negotiating Business Transactions and Mediating Business Disputes Internationally, jointly organized by the University of Rome "La Sapienza" and Hamline University.

Professor De Palo is President of Rome-based ADR Center SpA, Italy's oldest and largest private provider of commercial mediation services (www.adrcenter.it). A mediator of major international business disputes, Professor De Palo was selected to be part of a ten-person working group of experts convened to assist the European Commission's Directorate General for Justice and Home Affairs in drafting a European Code of Conduct for Mediators.

In 2004, he led ADR Center to win the largest grant ever awarded by the European Commission, for Promotion of International Commercial Arbitration and other Alternative Dispute Resolution Techniques in MEDA Countries. As the project's team leader, Professor De Palo is responsible for providing ADR instruction to jurists and members of the business community and technical assistance to the governments of the MEDA countries.

In 2006, Professor De Palo was one of the driving forces for the establishment of MEDAL - the alliance of leading international commercial mediation and conflict management service providers (<http://www.medal-mediation.com>). Most recently, he was appointed Project Director of the 15-month, "Better Access to Justice in Turkey" project (USD 1.5 million), funded by the European Commission.

At the end of September 2007, he brought together in Rome, Italy, the highest representatives of the Council of Bars and Law Societies of Europe, the Arab Lawyers Union, and Union of the Turkish Bars to sign the "Euro-Mediterranean Charter on Appropriate Dispute Resolution". The Rome Charter, an unprecedented document relevant to hundred of thousands of lawyers in the Euro-Mediterranean Region, defines the duties of lawyers in the field of ADR.

In early 2008, he was chosen by the World Bank as the director of the project titled "Expanding Alternative Dispute Resolution (ADR) Institutions and Mechanisms in Nigeria", which will last until the summer of 2009.

Professor De Palo holds a J.D. ('Laurea in Giurisprudenza'), *maxima cum laude*, from the University of Bologna, a Degree in Political Sciences ('Laurea in Scienze Politiche'), *maxima cum laude*, from the University of Urbino, and an LL.M. from the University of California at Berkeley. He can be reached at giuseppe.depalo@adrcenter.it.



Manon Schonewille, ACB Group & Toolkit Company The Netherlands



Manon A. Schonewille is executive director of **ACB Group** (www.ACB-group.com). She is also partner in Toolkit Company as well as interim director of the **Foundation ADR Center for Businesses**, in The Hague, Netherlands. This organisation was founded by (legal) associations as well as the private sector – including the Confederation of Netherlands Industry and Employers, VNO-NCW. The foundation focuses on representation of the private sector and research & development in the ADR field. ACB Group primarily focuses on providing dispute and deal management (Business Unit ACB Outcomes), as well as delivering

specialized trainings for business mediators, and users of mediation services, like managers and legal counselors (Business Unit ACB Training Academy). ACB Group and the foundation cooperate closely in an alliance. ACB is one of the founding members of Medal, the international mediation services alliance.

Ms Schonewille teaches lawyers, mediators, diplomats and negotiators in the advanced use of negotiation and mediation techniques; both in The Netherlands and abroad. Furthermore she has extensive experience in training corporations in conflict management and she works as an international deal facilitator. She participated in numerous international ADR projects. Currently she is ADR Key Expert in European Commission sponsored project, 'Technical Assistance for Better Access to Justice' in Turkey.

Additionally she publishes regularly and she is the author of the Toolkit Series. Her books on mediation techniques and mediation advocacy are used by professionals and universities.

She lectures at the University of Utrecht and is in charge of setting up the business mediation course for the interfaculty minor in mediation (social sciences, law faculty, economics, and business administration).

Moreover, she is one of the assessors for the certification of mediators for the Netherlands Mediation Institute (NMI certified mediator) and on IMI's Advisory Council.

Education and prior work experience

After graduation of the law faculty of the Groningen University in the Netherlands, Manon Schonewille worked abroad for multinational organisations among which Nestlé and Schering. As an international marketing manager she was in charge of several business development projects, including the initiation or expansion of subsidiaries in European markets, as well as product (re)launches.

In the conflict management field she completed courses from e.g. the Center for Effective Dispute Resolution (CEDR) in the UK and the Program On Negotiation at Harvard law school. At the National Conflict Resolution Center (NCRC) in San Diego, US, she gained practical mediation experience and successfully completed the credentialing program.

Language capacities include fluency in Dutch, English and German. As well as a basic knowledge of French.

Manon can be reached at: Schonewille@ACB-group.com



Idil Elveris, Istanbul Bilgi University



Idil Elveris worked as an attorney and legal consultant in New York, Kosovo, UK and Istanbul and joined Istanbul Bilgi University in 2003. At Bilgi she teaches Legal Clinic, Law and Politics and Mediation. She is also a certified mediator and has written a guidebook in the EU sponsored "promoting the practice of victim offender mediation project" targeting mediation service providers. She also edited the Turkish version of the world famous Getting to yes that was translated to Turkish for the first time. Elveris also facilitated distance learning programs for the commission that was drafting the ADR draft law in Turkey in cooperation with the World Bank. Apart from mediation her areas of interest include access to justice, justice system and courts. She participated in field research about these subjects that was conducted for the first time in Turkey and published extensively.

Idil Elveris graduated from Istanbul University School of Law in 1996. She obtained her LLM degree from Tulane University in New Orleans in 1998. She speaks very good English and German and is currently enrolled in Istanbul Bilgi University Political Science PHD program. She is a member of the New York Bar.

She can be reached at idile@bilgi.edu.tr.

Aşiyân Süleymanoğlu Topaloğlu Law Office



Aşiyân Süleymanoğlu graduated from Istanbul Bilgi University's Law Faculty and has practised as a lawyer since 2006, as a member of the Istanbul Bar Association.

After her graduation, she has successfully completed a rigorous course of study and professional certificate program with DAAD Scholarship in theory and practice of Mediation/Arbitration and Negotiation, by the faculties of Tulane University school of Law, USA and Humboldt University School of Law, Germany. Also she attended International Post-Graduate Course "Making and Saving the Deals" on Resolving Business Disputes Internationally in Italy.

She is currently working as ADR project assistant in Better Access to Justice Project. She is fluent in English.

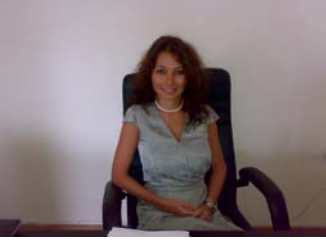
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Technical Assistance for Better Access to Justice

Ayça ARANCI BIYIK
ÖZ&ARANCI&DORA Law Office



Ayça ARANCI BIYIK, is currently working as a partner lawyer in ÖZ&ARANCI&DORA Law Office. She is specialized in the areas of Contracts, Corporate Law, Defense Industry, Information Technologies, Energy, Advertising and Media, Intellectual & Industrial Property Rights and providing legal consultancy services to many local and foreign companies.

During her Law Apprenticeship, she had a scholarship from British Council and Ankara Bar Association and she studied European Union Law and UK Law system in England.

By passing the exam, she got her Trademark Attorneyship license from Turkish Patent Institution.

Additionally, during her working life, she completed the courses and trainings given by Lexium Consultancy and Training Company regarding "Intellectual and Industrial Property Rights and Contracts", "Contract Management", "Competition Law Practice", "International Arbitration", "Local and International Commercial Contracts"; by TEM regarding "Negotiation Skills"; by Ministry of Defense-Education Department regarding "International Foreign Affairs in Defense Industry and Ten Years Procurement Program", "Restructure of Defense Industry in the World and in Turkey", "Off-Set applications, Local and Foreign Procurement Activities" and "Defense Industry Contracts".

As an educator, she is also giving training to her clients regarding Commercial Law, Law of Obligations, Tortious Acts, Law of Consumer Rights, Intellectual and Industrial Rights, Labor Law, Open Source Software.

Between 2006-2007, she wrote monthly articles for a technology web site.

Education and Previous Work Experience

Ayça ARANCI BIYIK is graduated from Ankara University Faculty of Law (1992-1996). She completed her Law Apprenticeship at Ankara Bar. Between 1998- 2000, she worked as a lawyer in Güngör YENER Law Office. Between 2000-2005 she worked in ASELSAN Elektronik Sanayi ve Tic. A.Ş., the biggest defense company in Turkey, as a Lawyer/Contractor in Contracts Department. In this period she took part in many local and international defense projects as Contractor and specialized in Contracts, International Commerce, IT and intellectual property rights. Since 2005, she is working as a lawyer with her partners in her Law Office.

She speaks Turkish and English fluently.