



Tentative¹ Training Agenda

The objective of this training is to deliver a three-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, the key factors for success and failure, as well as the specific role of a lawyer in a mediation process. Moreover mediation and negotiation techniques are taught and practiced, as well as key learnings on how to educate others on –how to participate in a -mediation.

BASIC MEDIATION SKILLS TRAINING (3 DAYS) 19-21 December 2008

Venue: Mersin Bar Association, MERSIN

DAY 1: Saturday – December 19, 10.00 – 17.00.	
Key trainers: Esra Cuhadar Gürkaynak and Manon Schonewille	
Trainers Role Plays in break-out room: Asiyan Suleymanoglu and Samil Demir	
Registration from 09.30, start training 10.00	
09.30 – 10.00	- Registration of participants. Hand-outs and training materials.
10.00	- 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 - Interests vs. Positions & exercise interest based negotiation
13.00 - 14.00 LUNCH	
14.00	- The Stages of the mediation process, overview - Initial contact phase (preparation), administrative and ethical aspects of a mediation process. - Phase 1: opening statement + (Video) demonstration + exercise - Phase 2: Exploration/exchange, part 1 - Case Study: finding a business solution based on several kinds of interests - Psychological concepts of communication and conflicts - Q&A session
17.00	- End day 1

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



DAY 2: Sunday – December 20, 10.00 – 17.00.
Key trainers: Esra Cuhadar Gürkaynak and Manon Schonewille
Trainers Role Plays in break-out room: Asiyen Suleymanoglu

Registration from 9.30. Start training 10.00

9.30 – 10.00		- Registration
10.00		- Introduction day 2 - The phases of a mediation process, continued. - Phase 2: Exploration/exchange continued - Caucus - Video demonstration (clips) on mediator styles. - Psychological aspect of conflict, continued.
13.00-14.00 LUNCH		
14.00		- Techniques and interventions - <i>Role play: simulation + (video) demonstration</i> - Q&A session
17.00		- End day 2



DAY 3: Monday October 27, 10.00-17.00.

Key trainers: Esra Cuhadar Gürkaynak and Manon Schonewille

Trainers Role Plays in break-out room: Asiyan Suleymanoglu and Samil Demir

Registration 9.30. Start training 10.00

09.30 – 10.00		- Registration
10.00		- Phase 3: Generating options and negotiating the solution - Phase 4: Finalizing agreement and closure <i>- Role play: simulation</i>
13.00-14.00 LUNCH		
14.00		- How to refer a case to mediation, court connected mediation and mediation advocacy (the role of a lawyer in mediation) - Video demonstration: referring a case to mediation & mediation advocacy - Educating others in mediation, training of trainers. - Q&A, questionnaires - Closing remarks - Certificates
17.00		- End of training