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Giuseppe De Palo



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Since 1998 lecturer on Negotiation Techniques and Alternative Dispute Resolution at a number of universities and multinational corporations.

Mediator for a variety of major international cross border disputes.

An experienced trainer with students from around the globe, including Cameroon, Canada, Chile, Cuba, Egypt, EU, France, Germany, Israel, South Africa, Spain, Tunisia, Turkey, Uganda, UK, Ukraine, USA, West Bank & Gaza.

Hamline University School of Law's first International Professor of ADR Law & Practice, and a Senior Fellow at the Dispute Resolution Institute.

Team Leader of the EU and EC Sponsored Programs related to alternative dispute resolution.

Consultant on matters related to mediation, mediation advocacy, and dispute resolution in cross border disputes.

Case Manager

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Giuseppe De Palo is the President of Rome-based JAMS-ADR Center, the largest private firm in continental Europe offering mediation and arbitration services. He is one of the most internationally recognized negotiators and mediators in Europe. Professor De Palo is well known for being the leader of multinational legal teams in various parts of the world, with focus on the Mediterranean region (North Africa and Middle East) as well as a world renowned legal expert consulted by numerous international institutions, including the European Commission and the EU Parliament.

ADR Experience and Qualifications

- Vice President (1998-2005) and President (2005 -present), JAMS-ADR Center, 1998-present.
- International Professor of Alternative Dispute Resolution Law and Practice at Hamline University School of Law.
- Co-director of the postgraduate course *Making and Saving Deals in the Global Business Environment - Negotiating Transactions and Resolving Business Disputes Internationally* 2003 - present
- A mediator of major international business disputes, since 2003 he has been team leader of several multi-million projects -- funded by the World Bank, the European Commission, the Inter-American Development Bank and other international donor agencies -- to promote ADR in various parts of the world (www.adrcenter.com/International).
- Team Leader of the Inter-American Development Bank *Alternative Dispute Resolution Programme* in Barbados, 2009 -- to present
- Project Director of the World Bank funded project *Expanding Commercial Alternative Dispute Resolution (ADR) Institutions and Mechanisms in Nigeria*, 2008 - present
- Team Leader in the two EC funded projects for *Specific Programme Civil Justice 2007 -- 2013: 'Beyond Winning: Successful Mediation Advocacy in Representing Client'*, and *'The Costs of Non ADR -- Surveying and Showing the Actual Costs of Intra-community Commercial Litigation'*, 2008-2010
- Project Director of the EU-funded project *Technical Assistance for Better Access to Justice -- Turkey*, 2007-2009
- Team Leader in IFC-World Bank *Alternative Dispute Resolution / Mediation Pilot Project for Morocco*, 2008
- Team Leader (2006-present) and Legal and Arbitration/ADR Expert (2005-2008) in EU-funded *Promotion of International Commercial Arbitration and other ADR Techniques in the MEDA Region*, for Algeria, Morocco, Tunisia, Egypt, Jordan, Lebanon, Syria and West Bank & Gaza, Israel, and Turkey (www.adrmeda.org), 2005-2008
- European Project Leader of six-university consortium program titled *Developing Transnational Curricula in Negotiation, Mediation, Arbitration, and Dispute Systems Design*, co-financed by the EC Commission Directorate General for Education and Culture, and the Department of Education of the US Government, 2003-2005
- Negotiation Consultant, European Development Fund Nigeria, 2001

Representative Matters

Professor De Palo provides mediation, mediation advocacy and negotiation strategy services in a wide range of international business (national and multijurisdictional) in specialized areas. These areas include:

- **Distribution contracts**
- **Licensing**
- **Telecommunications**
- **Property and real estate**
- **Joint Ventures**
- **Mergers and Acquisitions**
- **Corporate**
- **Insurance**
- **Oil and Gas**
- **Constructions**
- **Financial issues**

Honors, Memberships and Professional Activities

- First recipient of the Schlesinger Fellowship in comparative law - University of California, Hastings College of the Law, 2008
- Professor of Alternative Dispute Resolution Law & Practice, Hamline University School of Law (St. Paul), 2002 to present
- Committee Member of 10 International Experts charged by the Director of General Justice and States Affairs of the European Commission to draft the *"European Code of Conduct for Mediators,"* 2004-2005
- Rimini Bar Association (Italy)
- American Bar Association, Dispute Resolution Section (USA)

Publications

- *Rethinking Negotiation Teaching*, edited with C. Honeyman and J. Coben, DRI Press, Saint Paul, Minnesota, (2009)
- *Arbitration and Mediation in the Southern Mediterranean Countries*, co-edited by Mary Trevor Kluwer International Law (2007)
- *Mediation in Italy: Waiting for the Big Bang*, co-authored with Luigi Cominelli in in *Global Trends in Mediation*, by Nadja Alexander - Kluwer Law International, p. 259 (2006)

Areas of specialization

- Telecommunications
- Property and real estate
- Joint Ventures
- Mergers and Acquisitions
- Corporate
- Insurance
- Oil and Gas
- Constructions
- Financial issues

Locations

- Worldwide

- Il vantaggio di negoziare, edited with Leonardo D'Urso – Giuffrè (2005)
- Mediation in Italy: Exploring the Contradictions, in Harvard Negotiation Journal, p. 469 (October 2005)
- Mediation in Continental Europe, in 'Mediators on Mediation' - edited by Christopher Newmark and Anthony Monaghan, p. 340 - Tottel (2005)
- Mediator's Handbook – co-authored with Leonardo D'Urso and Dwight Golann - Giuffrè (2004)
- The Italian Government Changes a Key Feature in the Brand New Rules on Company Mediation, in International Journal of Dispute Resolution, p. 85 (2004)
- Crisis of Courts and the Italian Mediation Debate, in International Journal of Dispute Resolution – Betriebs Berater (June 2003)
- Crisis of Courts and the Italian Mediation Debate, 25 International Journal Of Dispute Resolution 17 (2003), republished in Global Trends In Mediation, edited by Nadja Alexander - Otto-Schmidt (2003)
- ADR – Mediation as a Modern Tool of 'Conflict Management' in International Business Transactions, Il Sole 24 Ore (2001)
- Alternative Resolution of International Commercial Disputes in Italy, Centre Français du Commerce Extérieur (2000)
- Culture of Negotiation and Alternative Resolution of Commercial Disputes, Ice (1999)
- Alternative Dispute Resolution in the United States Federal Courts, Giuffrè (1999)
- The "ADR Movement" (Alternative Dispute Resolution) in the United States, in Essays of the Italian Superior Council of Magistracy (1999)
- "Alternative Dispute Resolution" – The US Experience, Italian Young Lawyers Association (1999)

Languages

- **Italian** (Mother-tongue)
- **English** (Advanced)
- **French** (Advanced)
- **German** (Basic)
- **Spanish** (Basic)

Background and Education

- Adjunct Professor, University of Urbino, Faculty of Political Sciences and Faculty of Law Italy, 1996 –2001
- 1999 Negotiation and ADR Training at Harvard Law School
- 1998 and 2000 Advanced Mediation Seminars at JAMS
- Associate, Wilmer, Cutler & Pickering Belgium, 1996-1997
- LL.M. (Master of Laws), with specialization in International Litigation and Alternative Dispute Resolution, Boalt Hall School of Law, University of California at Berkeley (USA), 1994-1995
- 1994 Negotiation and ADR Training at University of California Berkeley School of Law
- International Trade Law Post-Graduate Diploma, International Training Centre of the ILO (Turin - Italy), 1994
- Degree in Political Sciences *maxima cum laude*, University of Urbino (Italy), 1991-1994
- Junior Lieutenant, Italian Tax Police ("Guardia di Finanza") Italy, July 1992– June, 1993
- Degree in Law (J.D.) *maxima cum laude*, University of Bologna (Italy), 1987-1991