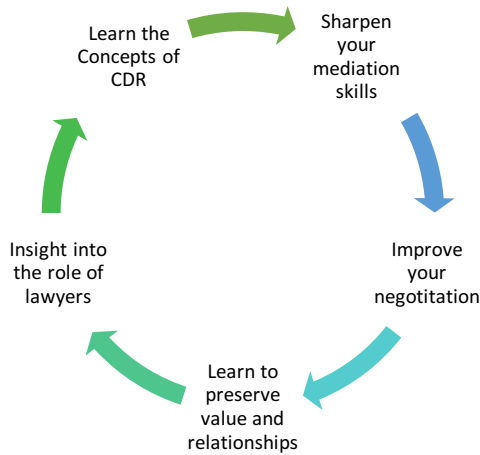


THE MEDIATION AND NEGOTIATION TRAINING PROGRAM

The MNLU-PACT Mediation and Negotiation Training Program is a joint initiative to empower law students, lawyers and professionals, especially the young generation, in the concept of consensual dispute resolution (CDR). This program will provide participants with the core mediation skills and hands-on experience through a variety of simulations.



The program will enable the participants to understand the legal framework governing mediation, and the role of a counsel as a pro-mediation lawyer. The training would be a combination of theory and roleplays. The extensive simulations involving roles as clients, counsel, and mediators, case studies, and an overall feedback will provide the participants with the opportunity to have real-life

application and development of their skills in consensual dispute resolution.

In today’s environment, the absence of effective negotiation is often the single largest contributor to disputes and the lack of success. The Training Program also focusses on effective communication and negotiation, areas that are valuable for law students in boosting their profiles, especially if they are aiming for a career in Consensual Dispute Resolution.



Preparation

Get equipped with the best tips and tools for effective preparation and smart negotiation planning



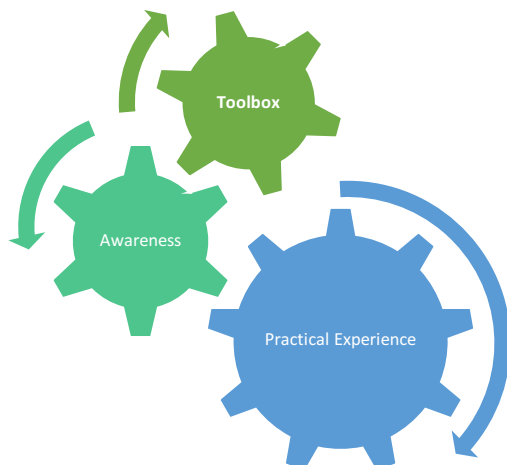
Effective Communication

Active listening, careful framing, smart questioning, efficient summarizing – you will feel the difference



Practice

Prepare, plan, perform and evaluate negotiations with your team in a real world scenario - immediate results guaranteed



THREE BASIC OBJECTIVES OF THE PROGRAM

- Provide a toolbox of mediation and negotiation skills, tactics and tools for law students
- Create a new awareness for how effective communication and negotiation improves outcomes in dispute scenarios
- Provide a practical experience in applying the skills and tools in through simulations

SESSION	TIME	THEME	TRAINER
DAY 1			
1.1	10am – 11am	<ul style="list-style-type: none"> - Introduction to Consensual Dispute Resolution - Nature & Approaches towards conflict 	Jonathan R.
1.2	11am – 12pm	<ul style="list-style-type: none"> - Listening – the key ingredient to negotiation - Active listening v passive listening - Mediator communication tools - Reflecting, paraphrasing, and questioning 	Catherine D.
1.3	12.15pm – 1.30pm	<ul style="list-style-type: none"> - Position-based Bargaining v/s Interest-based Negotiation - The importance of Information Gathering Stage - Understanding the difference between dispute settlement and conflict resolution 	Nisshant L
1.30pm – 2.15pm LUNCH BREAK			
1.4	2.15pm – 3.00pm	<ul style="list-style-type: none"> - Generating mutually satisfying Options & Preparing a Negotiation Strategy 	Jonathan R
1.5	3pm – 4pm	Role Play 1 & Feedback	Catherine D Chirag B Jonathan R. Nisshant L
DAY 2			
2.1	10am – 10.45am	<ul style="list-style-type: none"> - Communication Skills in Negotiation - Verbal communication – language, tone, etc. - Saying all the Right Things at the Negotiation table' 	Catherine D
2.2	10.45am – 11.45am	Role Play 2 & Feedback	Catherine D Chirag B Jonathan R. Nisshant L

2.3	11.45am – 12.45pm	<ul style="list-style-type: none"> - Draw the line – Litigation / ADR / CDR - Why Mediation? Limitations faced by the court system that are championed by CDR 	Chirag B
	12.45pm – 1.30pm	LUNCH BREAK	
2.4	1.30pm – 2.30pm	<ul style="list-style-type: none"> - Role of a Mediator. Styles of Mediating. What must parties expect in Mediation? 	Catherine D
2.5	2.30pm – 3.45pm	Role Play 3	Catherine D Chirag B Jonathan R. Nisshant L
2.6	3.45pm – 4.40pm	<ul style="list-style-type: none"> - Role of a lawyer in Mediation. What to expect of your lawyer in a mediation setting. 	Jonathan R.
		DAY 3	
3.1	10am – 11:30am	<ul style="list-style-type: none"> - How to deal with difficult negotiators - Cracking an impasse, tackling hecklers - How to deal with deadlock in negotiation or mediation - How to negotiate yourself out of hostage situation - 'To be or not to be... interruptive' 	Catherine D. Jonathan R.
3.2	11.30am – 12.45pm	Role Play 4 & Feedback	Chirag B Jonathan R. Nisshant L
3.3	12.45pm – 1.30pm	<ul style="list-style-type: none"> - What are the keys to a successful Negotiation or Mediation 	Chirag B.
	1.30pm – 2.15pm	LUNCH BREAK	
3.4	2.15pm – 3.15pm	<ul style="list-style-type: none"> - Engaging in Caucus - Identifying cues for a Private Session in Mediation 	Jonathan R. Nisshant L
3.5	3.15pm – 4.15pm	<ul style="list-style-type: none"> - Court-annexed & pre-litigation Mediation - Legal Framework - Convening session & Settlement agreements 	Jonathan R. Nisshant L.
3.7	4.15pm – 5pm	<ul style="list-style-type: none"> - Evaluation. Feedback. Connecting with PACT 	



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CATHERINE DAVIDSON is a nationally accredited mediator (NMAS) and IMI Certified mediator practising in Australia and internationally and is a member of several national panels. Catherine has mediated over six hundred commercial and workplace disputes and is a member of several national panels. Catherine has a legal background having practised commercial litigation in Sydney and London. Catherine is a Mediation Trainer and also conducts Negotiation and Conflict Management Workshops in the public and private sector. She is a Trainer for the Australian Disputes Centre's - Mediation Training Courses in Australia and Asia.



He worked briefly as a Mediation Associate with the Centre for Advanced Mediation Practice (CAMP), Bangalore.

JONATHAN RODRIGUES is the co-founder of PACT. He is a certified mediator listed with the Indian Institute of Arbitration and Mediation (IIAM), and is currently posted as the World Mediation Organization's (WMO) Continental Advisor for Asia. He is also the development officer for Asia with the SCMA (London) and has been trained as a commercial mediator by the Indian Institute of Corporate Affairs (IICA), under the aegis of the Ministry of Corporate Affairs. He has trained as a Restorative Facilitator in Bangalore with Real Justice (Australia) and the International Institute of Restorative



NISSHANT Laroia is an accredited mediator from the Indian Institute of Corporate Affairs (IICA), registered by Ministry of Corporate Affairs(MCA) and Indian Institute of Arbitration and Mediation (IIAM). Nisshant is a certified mediator by the PSMA Charles University in cross border dispute resolution. Charles University.. He has trained close to 800 students across India and has worked at the Delhi Dispute Resolution Society Mediation Centre. Nisshant is an active coach for student teams participating in ADR tournaments and takes capacity building sessions at other National Law Universities in India.



CHIRAG BALYAN is an Assistant Professor of Law at Maharashtra National Law University Mumbai (MNLU). He is the Course Director of Negotiation and Mediation Training Program and is faculty-in-charge of the ADR Society. He trains in mediation and negotiation skills to students and professionals across Mumbai. Chirag has organized and conducted several international workshops, lectures in the area of ADR. At MNLU besides teaching a full four credit clinical course on ADR, he also mentors various team participating in various ADR tournaments.



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Important Dates

- Last Date for Online Application – 08.01.2018
- Provisional Confirmation of Acceptance of Application – 10.01.2018
- Last Date for Remittance of Fees (NEFT/DD) – 12.01.2018
- List of Selected Candidates – 13.01.2018
- Duration of Course – 28 – 30 January, 2018

Fees

The Fees for the Course is Rs. 6, 000 only.

Tea and snacks will be provided to the participants.

The accommodation is limited and is on chargeable basis. Participants have to apply separately.

The fees can be submitted through NEFT or DD drawn in favour of Registrar, Maharashtra National Law University Mumbai.

Name of Bank A/c: Maharashtra National Law University Mumbai

A/c No.: 915010046322292

IFSC Code: UTIB0000233

Branch: Marine Lines

(Note: Number of seats are limited. Admission to the course will be on first cum first basis.)

Contact Person

Mr. Rajneesh Bharadwaj - +91 9930852505 – Rajneesh@mnlumumbai.edu.in

Mr. Chirag Balyan - +91 7799197841 – Chirag@mnlumumbai.edu.in

Venue: Maharashtra National Law University Mumbai, Technology Street, Hiranandani Gardens,
Powai, Mumbai – 76. | www.mnlumumbai.edu.in |



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THE MEDIATION AND NEGOTIATION TRAINING PROGRAM

(28-30 January, 2018)

Application Form

First Name

Last Name

Date of Birth

Academic Qualification(s)

Institute/Organisation

Mobile No.

E-mail

Address

Signature of the Candidate