



Union Internationale des Avocats
International Association of Lawyers
Unión Internacional de Abogados

UIA Training course

Mediating the melodrama of conflict

Advanced conflict coaching skills for mediators

Monday, February 9 & Tuesday, February 10, 2015



PARIS – FRANCE



UIA ■ T +33 1 44 88 55 66 ■ F +33 1 44 88 55 77
uiacentre@uianet.org ■ www.uianet.org

INTRODUCTION & GENERAL INFORMATION

The UIA is proud to present this Course which is part of the UIA 2015 Training Courses Programme. The objective of our Training Courses is to provide comprehensive tools in specific and/or specialist areas of the law or in specific projects, by offering advanced-level “master classes” held by outstanding expert trainers.

The UIA aims to provide excellence at reasonable cost, given its non-profit nature and institutional role. The course is held over two days, with 1 trainer.

The sessions will be highly interactive.

Minimum number of participants: 20

Maximum number of participants: 32

Who should attend?

Young lawyers and mediators from other professions as well as more senior professionals looking for specialty courses to improve their skills. Participants are expected to already have at least a basic background in the area of mediation.

Working language

The sessions will be held in **English without simultaneous translation.**

Accreditation of courses

Every participant attending the entire 2 days Training Course programme will receive a “Certificate of Attendance” at the end of the Course that may be used for obtaining “Credits” for “Continuing Legal Education” - “Continuing Professional Development” purposes, depending on national rules. For more information, please contact the UIA.

COURSE VENUE

La Maison du Barreau

2, rue de Harlay
75001 Paris – France

REGISTRATION FEES

	UIA Member		Standard registrations	
	<= 09.01.2015	> 10.01.2015	<= 09.01.2015	> 10.01.2015
STANDARD REGISTRATION <i>Amounts exclusive of VAT</i>	€ 500.00*	€ 550.00*	€ 550.00*	€ 600.00*

***Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.**

These fees cover participation in the Course, coffee breaks in the morning, as well as the documentation. Lunches on Monday, February 9 & Tuesday, February 10, 2015, are optional and at additional charge. Please note that the number of places in this Training Course is limited. The maximum number of participants is 32. Since we expect this training programme to fill up quickly, if you are interested, we suggest that you register immediately and benefit of the lower rate. Applications will only be processed upon receipt in full of the registration fees. Admission will be on a first come - first served basis. The organisers reserve the right to refuse admission in the event of excess applications.

HOTEL RESERVATION

Each participant should make his/her own arrangements for hotel accommodation in Paris. The Maison du Barreau is located in the "1^{er} arrondissement" in Paris. A few hotel suggestions nearby are:

- *Hôtel Le Pradey 4**
- *Hôtel Novotel Paris Les Halles 4**
- *Hôtel Le Régent 3**.

The website www.booking.com might be helpful to find a hotel at walking distance.

THE TRAINING TEAM



Prof. Dr. Nadja ALEXANDER

Principal, Conflict Coaching International; Conflict Management Adviser to the World Bank Group; Training Faculty for Universities in Asia, Australia, US and Europe.

Email : nadja@conflictcoachinginternational.com

Prof. Dr. Nadja Alexander is a conflict resolution specialist, mediator, coach and professor of law based in Hong Kong. She holds appointments at the University of Hong Kong, Hamline University in the United States and the University of New South Wales in Australia.

Nadja is listed in the International Who's Who of Commercial Mediation and practices in the English and German languages. Both a multi-award winning writer (2007, 2011 New York) and trainer (1994, 1995, 1996 Queensland and 1997 Australia), she has been named one of Australia's top five law academics by Business Woman Magazine. She has published more than 100 pieces on conflict resolution and her work has appeared in the English, German, Russian, French and Chinese languages. She is editor of the international book series, Global Trends in Dispute Resolution and the Kluwer Mediation Blog. Her major legal work International Comparative Mediation won the New York CPR Award for Outstanding ADR Book in 2011.

Nadja is actively engaged in dispute resolution policy development in a range of countries. Current appointments include the Singapore International Mediation Institute (Director), the Hong Kong Mediation Steering Committee, the Standards Commission of the International Mediation Institute, the Indian International ADR Association (IIAA) (Advisory Board) and the Financial Disputes Resolution Centre of Hong Kong. She is a former member of the Australian National Alternative Dispute Resolution Advisory Council (NADRAC) and the German National Council to advise on a Mediation Law.

PROGRAMME

Monday, February 9, 2015

DAY 1

08:45 – 09:15	REGISTRATION OF PARTICIPANTS
09:15 – 10:00	Introduction of speakers, participants and topics – Sharing experiences
10:00 – 11:15	Mediating between victims and villains — challenges and choices for mediators <i>Interactive case study: Angela and her tale of workplace woe (a workplace melodrama)</i>
11:15 – 11:30	COFFEE BREAK
11:30 – 13:00	Techniques for working with clients locked in a conflict narrative: helping them find their own inner hero in conflict <i>Interactive case studies: Workplace disputes and personal injury as melodrama or tragi-realism?</i>
13:00 – 14:30	LUNCH BREAK
14:30 – 16:00	Conflict coaching and mediation compared Applying conflict coaching skills with mediation parties
16:00 – 17:30	Applying the REAL Conflict Coaching System to a real conflict situation The 8-step process to take a client from passive victim to active hero: <ol style="list-style-type: none"> 1. Goal setting 2. What happened? 3. Why is it important? 4. Other perspectives 5. Preferred future 6. Action steps 7. Reflection 8. Closure

Tuesday, February 10, 2015

DAY 2

09:00 – 10:30	Conflict coaching REALplay: choice of conflict scenario Participants will work through the REAL conflict coaching model in a pre-mediation setting / private session/follow-up
10:30 – 10:45	COFFEE BREAK
10:45 – 11:15	What role do/can lawyers play in conflict melodrama?
11:15 – 12:45	How lawyers can support mediators to help parties shift from passive victim to active hero
12:45 – 14:00	LUNCH BREAK
14:00 – 15:10	Powerful questions that shift paradigms: <ul style="list-style-type: none"> • Solution focused approaches to conflict coaching and mediation • Schultz von Thun's four-meanings-in-a-message
15:10 – 16:20	Speed Coaching: practice and experience powerful questions
16:20 – 16:30	COFFEE BREAK
16:30 – 17:00	On the journey from conflict victim to inner hero: Reflection, dialogue and close

CANCELLATION CONDITIONS

All cancellations will be subject to a 50% deduction and will have to be sent in writing, to be received by the Union Internationale des Avocats **no later than January 9, 2015**. No refund will be made for cancellations received after this date.

VISAS: Anyone who requires a visa invitation letter in order to attend the seminar should register and pay their registration fees **no later than January 9, 2015** to ensure there is enough time to obtain a visa.

In case of visa refusal, all cancellations will be refunded in full, minus €50 + VAT to cover administrative costs, provided that the UIA has received the registration documents and **total** registration fees **no later than January 9, 2015**.

If you register after this date, only 50% of the amount paid minus €50 + VAT to cover administrative costs will be refunded for cancellations due to visa refusals.

All cancellations due to a visa refusal must be sent in writing and reach the UIA **before the seminar**. Cancellations must be accompanied by a **proof of visa refusal**.

If your visa is issued after the seminar date or if you do not have proof of visa refusal, you will not be entitled to a refund.

GENERAL CONDITIONS

All registrations received by the Union Internationale des Avocats (UIA) along with the full payment of fees corresponding to the events selected will be confirmed in writing.

Due to the European legislation (Directive 2006-112-CE art.52), the UIA has to invoice the amount including the French VAT currently at 19.6%. However, you can deduct the VAT through your local fiscal administration.

The UIA reserves the right to cancel or postpone the seminar to a later date, change the seminar venue and/or programme, make any corrections or modifications in the information published in the seminar programme and cancel any invitation to participate in the seminar, at any time and at their entire discretion, without having to provide any reasons for the same.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature, suffered (directly or indirectly) by a delegate, accompanying person or a third party following any cancellations, changes, postponements or modifications.

The UIA strongly advises participants to subscribe to modifiable and/or refundable services, as well as to take out a cancellation insurance.

Neither the UIA, nor any of its managers, employees, agents, members or representatives shall be held responsible for any loss or damage, of any nature whatever, suffered (directly or indirectly) by a delegate or accompanying person, except in case of death or personal injury due to gross negligence by the UIA.

The contractual relations between the UIA and each participant (delegate or accompanying person) in relation to the seminar are subject to French law and jurisdiction, to the exclusion of any other law. Paris is the city of jurisdiction.

FORMALITIES

It is the responsibility of participants to ensure compliance with police, customs and health formalities for their journey. Participants unable to take part in the seminar because of their inability to take a flight or any other means of transportation due to being unable to provide the documents required (passport, visa, vaccination certificate, etc.) cannot claim any reimbursement.

INFORMATION



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REGISTRATION FORM

Register online at www.uianet.org
or please complete and return this form by email, fax or post, to:

UNION INTERNATIONALE DES AVOCATS
25 rue du Jour, 75001 Paris, FRANCE
Tel: +33 1 44 88 55 66 / Fax: +33 1 44 88 55 77 / Email: uiacentre@uianet.org



Register online!

UIA INDIVIDUAL MEMBERS

Please specify your membership number (Please check your membership card or membership fees):

MI _____

Family Name:

First Name:

Firm:

Address:

Post Code:

City:

Country:

Tel:

Fax:

Email:

Date of Birth:

EU VAT ID-number:

Special requests (special diet, allergies, handicap...):

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A. TRAINING COURSE REGISTRATION FEES

	UIA Member		Non Member	
	<= 09.01.2015	> 10.01.2015	<= 09.01.2015	> 10.01.2015
STANDARD REGISTRATION <i>Amounts exclusive of VAT</i>	€ 500.00*	€ 550.00*	€ 550.00*	€ 600.00*

*Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.

B. OPTIONAL ACTIVITY

Please indicate below whether you plan to attend the following events **not included** in the registration fees:

- Lunch – Monday, February 9: € 42.50 (Excl. VAT) per person
- Lunch – Tuesday, February 10: € 42.50 (Excl. VAT) per person

C. TOTAL

TOTAL (A) Excl. VAT – Registration Fees: €

TOTAL (B) Excl. VAT – Optional Activity: €

TOTAL (A+B) Excl. VAT: €

VAT (20 %)*: €

TOTAL (A+B+VAT): €

* Due to the European legislation (Directive 2006-112-CE art.52-a), we have to invoice the amount including the French VAT currently at 20 %. However, you can deduct the VAT through your local fiscal administration.

D. COMMITMENT

I undertake to attend the entire one and half day programme.

A "certificate of attendance" will be delivered to all participants who will attend the entire course.

E. CANCELLATION CONDITIONS

I, the Undersigned, confirm that I have read and accepted the **cancellation conditions** as well as the **general conditions** given on **page 6** of the registration programme. My registration will only be taken into account on receipt of the payment.

Participants are aware that their image and/or voice may be photographed, recorded or filmed throughout the duration of the seminar. They hereby assign to the UIA, with the signature of this form, the right to exploit, reproduce and disseminate the images and recordings by all means, both known and unknown, using all media, for an unlimited term and free of charge.

F. METHOD OF PAYMENT

- ♦ By cheque in € - drawn in a French bank - payable to the UIA, addressed to: UIA - 25 rue du Jour – 75001 Paris – France
- ♦ By Bank transfer in € - without charges to the payee – in favour of the Union Internationale des Avocats, quoting "F15PAR02", to the following bank and account:

Société Générale – Paris Elysées Entreprise
 91 avenue des Champs Elysées – 75008 Paris - France
BIC / SWIFT: SOGEFRPP
IBAN: FR76 3000 3033 9200 0503 4165 164

- ♦ By credit card: Visa Mastercard
- Card N°: _ _ _ _ _
- Expiry date: _ _ / _ _ 3 Digits: _ _ _
- Name of card holder:

I authorise the Union Internationale des Avocats to debit the above mentioned credit card in the amount of: € (Euros)

Date:/...../..... Signature: