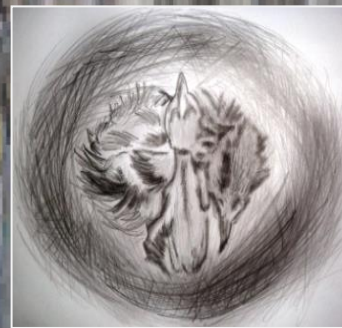


# Mediation, Civil and Commercial Negotiation

## Training Programme for Professionals

The point of existence in this dynamic, ever-changing world is not to aspire or achieve, but to introspect

- Devdutt Patnaik



National Law University, Jodhpur

*In Collaboration with*

**Bridge Mediation & Consulting Pvt. Ltd.**

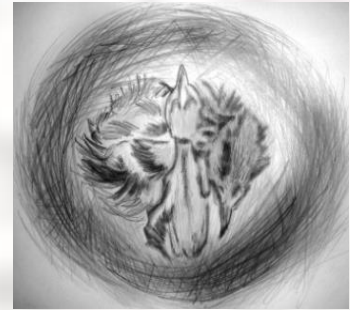
+91-9492035760      [bridgemediationc@gmail.com](mailto:bridgemediationc@gmail.com)

## About Us

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We are a full service organization inspiring disputants and budding mediators to think out-of-the-box. We facilitate dispute resolution through mediation; assist clients in business negotiations and trains students as well as professionals to become innovative mediators and skilled negotiators.

Bridge Mediation & Consulting Pvt. Ltd. (BMCPL) is one of the pioneers in organized mediation, civil and commercial negotiation in India. We provide comprehensive, world class training to students, corporate professionals, social workers, diplomats and bureaucrats in India. The training is presently accredited and conducted in collaboration with National Law University, Jodhpur with Media Logos, a European Union organization for training and practice of mediation as its International Knowledge Partner. We also help clients in dispute prevention, speedy dispute resolution through mediation and protection of their business interests by negotiating on their behalf.



## Our Team

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### THE ALCHEMISTS

*International & Domestic Co ordinators & Trainers*

*Mr. Stefano Cardinale*

*Mediator & Trainer (Medialogos, Italy)*

Mr. Cardinale has lived and worked in Italy, Spain, United Kingdom, United States of America and India. He is currently member of the order in Rome and Barcelona, where he practices as a lawyer, professional negotiator, mediator international management consultant and trainer and dispute resolution lawyers and mediators civil and commercial. Its activity consists mainly in helping Italian, Spanish, Indian, American and international to prevent and resolve disputes quickly and effectively with internal and external inherent to their business. He works with various law firms in Italy, Spain, Germany, India, Chile and the United States of America. Mr. Cardinale was academic director of three master for lawyers at the Instituto Superior de Derecho y Economics (Spain). He is currently a member of the academic committee and professor of ADR schemes compared with the same institution as well as a professor of international mediation and negotiation at the Gujarat National Law University (India). In 2011 he was professor of negotiation



techniques for officials of the prefecture at the School Administration of the Interior. The lawyer is a partner in Cardinal, co-founder, mediator, trainer as well as director of Bridge Mediation Italy, Italian body of civil and commercial mediation and body trainer of mediators accredited by the Ministry of Justice with more than 20 offices throughout the country. Collaborate with articles and contributions with several legal journals including "Mediaries" "Economist & Jurist" and "The Notebooks of Conciliation Mediation Bridge Italy," he co-wrote the book "Mediation and Conciliation, law, Comparative and International" published by Cedam in 2011. Mr. Cardinale speaks fluent English and Spanish.

***Mr. Anuroop Omkar***

***Mediator and Trainer***

Mr. Omkar is the Managing Director and promoter of Bridge Mediation and Consulting Pvt. Ltd. India. Mr. Anuroop Omkar holds a B.Com. LL.B. (Hons.) degree from Gujarat National Law University, Gandhinagar, India. He is a professional Mediator and Negotiator trained from U.S.A and Europe. He envisions mediation as the future of dispute resolution in India. He is a skilled trainer who has successfully assisted various international mediators in conducting training programmes on mediation and cross culture negotiation in India. On working days, Mr. Omkar works as a fulltime corporate lawyer engaged in transactional practice and civil litigation across various courts in India which helps him give a practical outlook regarding the importance of mediation in resolving commercial disputes. The Government of National Capital Territory of Delhi has recently appointed him as one among the 40 mediators working for the Delhi Dispute Resolution Society.



***Ms. Arshaluys Mushkambaryan***

***Psychology & Body Language Expert***

Ms. Mushkambaryan is a Lecturer in the Department of Political processes and technologies at the Russian-Armenian (Slavonic) University, Armenia where she conducts courses on Conflict Resolution & Negotiation Management and Psychology of Negotiations. She also regularly conducts trainings on Non-verbal communication in Mediation for ADR Partners LLC. Alongwith her trainings, Ms. Arsha is also independently working on research projects titled 'Negotiation culture in Armenia', 'Nonverbal communication' and 'Migrant-Native Conflicts'. She has also worked as the Development Specialist of Academic Mobility and International Relations, Russian-Armenian Slavonic University, Armenia. She has also to her credit published academic research



titled 'Emotions and their nonverbal expression in conflict escalation' and 'The role of Third party in unofficial diplomacy'.

***Ms. Geetanjali Sharma***

***Mediator and Trainer***



Ms. Geetanjali Sharma has obtained her B.A LLB at National Law University, Jodhpur. She is an LLM candidate (2013-2014) at the University of Cambridge, UK. Ms. Sharma is currently specializing in the field of International Trade and Investment Law. She has received the 40 hours certified training of Cross Culture Negotiation and Mediation provided by Bridge Mediation LLC. She is keenly interested in the discipline of Dispute Settlement and has extensively published on similar issues of law and policy. She has closely worked with mediators and has observed the functioning of court annexed mediation in the High Court of Patna. She has also worked at the grass root level with organizations including Mazdoor Kisan Shakti Sangathan, Rajasthan and analysed the nuances of the working of panchayats and other alternative dispute settlement bodies. Patna. She has co-ordinated and organized mediation training workshops in Jodhpur.

***Mr. Anupam Alok***

***Mediator and Trainer***

Mr. Anupam Alok is an ardent Cross Culture Negotiator & Mediator trained by Bridge Mediation. During the course of his education at National Law University, Gujarat, his work in Legal Services Committee of the University as a member and Student Convener drove his focus towards peaceful and quick dispute resolution mechanisms right from the grass-root level of the Society. Anupam was also actively involved in a survey conducted by the Government of Gujarat with relation to faster resolution of cases and backlog of cases in the various courts of Gujarat. He has also prepared an extensive survey-report on the functioning of Nari-Adalats in Gujarat which rely on Mediation and Conciliation to dispose family matters in the rural areas of the State. While his passion lies in family dispute resolution, Anupam works as a corporate lawyer in a boutique law firm in Delhi which provides him a first-hand experience of business negotiations and current developments in laws.



***Ms. S. Pranathi***

***Mediator and Trainer***



Ms. S. Pranathi is a Cross Culture Negotiator and Mediator trained by Bridge Mediation. She is also a practicing Advocate in the District Courts of Tirupati, Andhra Pradesh. She deals with a variety of cases ranging from family law, property laws to motor vehicle accident claims. Being a practitioner of law she observed the backlog of cases and she has been using the alternatives modes of dispute resolution in order to help and reduce the backlog. She is heavily attracted to family dispute resolution owing to her active role in the Gender Sensitization Committee of Gujarat National Law University for 4 years wherein she helped conduct various awareness programs and worked as a Student Coordinator of various gender equality seminars and conferences. She has been an active member of the Tirupati Mediation Centre that is associated with the Family Court and has taken an active role in resolving several cases. She was also associated with the Family Counseling wing of PASS, an NGO, as a counselor and a mediator.

***Advisors***

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***Mr. Harisankar K.S***

***Academician & Faculty of Alternative Dispute Resolution***



Mr. Harisankar has been teaching Alternative Dispute Resolution, Corporate Law and International Trade Law at National Law University, Jodhpur. Prior to joining NLU he was a member of the faculty at the Hidayatullah National Law University, Raipur (C.G). He obtained his Masters degree from the Indian Law Institute, New Delhi with specialisations in International Trade and Maritime Laws and has also qualified the National Eligibility Test [NET] for lectureship of the University Grants Commission. He is currently pursuing PhD degree from the Faculty of Law at NLU, Jodhpur. Recipient of The Hague Academy of International Law scholarship, he has attended the summer programme held at the Peace Palace, The Hague, in 2008. He was also selected for the summer programme scholarship by Xiamen Academy of International Law, China in 2009. He had represented the South Asia region in an International conference hosted by the Friedrich Neumann Stiftung (FNSt), held in Germany. He is a fellow with the ADR Centre of the Centre for Public Policy Research, a think tank based in Kochi. His research interests include International Arbitration and Conflict of Laws. He is Executive Director, Centre for Advanced Research and Training in Arbitration Law (CARTAL).

***Ms. Kritika Krishnamurthy***

***Consultant & Advisor***

A Corporate Attorney by day and a co ordinator by night, Ms. Kritika is part of the curriculum and business development team of BMCPL. She has completed her education from Gujarat National Law University, Gandhinagar. She plays an advisory role in all the planning, co ordination and administrative activities of the organization.



***Ms. Sweta Sinha***

***Consultant & Advisor***



Ms. Sweta works as an advisor and consultant to the Bridge Mediation & Consulting Pvt. Ltd. After completion of her Baccalaureate of Laws from Delhi University, she has been actively practicing in the courts of New Delhi and Bihar. She provides highly plausible and workable legal advice to various mutual settlements developed by Bridge for its clients. Since her amateur years of practice, she has been highly inclined towards various facets and methods of Alternative Dispute Resolution Mechanism. She is deft in providing her guidance to the company at every point of its growth and expansion.

## **CONNECT THE DOTS**

***Our Domestic & International Tie Ups***

***National Law University, Jodhpur***

***Accreditation & Nodal Agency***

National Law University, Jodhpur is the statutory university recognized by the Bar Council of India (BCI), University Grants Commission (UGC) and is a member of the Association of Commonwealth Universities (ACU). The University is functioning as nodal agency to uplift the legal education in the State of Rajasthan. The objectives of the University include: To develop in the students and research scholars, a sense of responsibility to serve the society in the field of law by developing skills in advocacy, judicial and other legal services; To prepare lawyers of tomorrow for handling legal issues not only restricted to the national boundaries but also complex cross-border transactions; To organize lectures, seminars, symposia and

conferences for dissemination of legal knowledge and to make law and legal processes efficient instruments of social development; To impart training and conduct refresher courses for law teachers, judicial officers, advocates and other persons engaged or interested in legal field and To increase legal awareness in the community and further the cause of social justice by providing legal aid to the underprivileged sections of the society.

### *Medialogos, Italy*

### *Knowledge Partner and International Trainers*

Medialogos, meaning mediation without adjectives, is the international knowledge partner of Bridge Mediation & Consulting Pvt. Ltd. It is a group of highly experienced professionals who aim to promote the recovery of models of life based on humanistic principles and social solidarity through the values of responsibility, of solidarity, of civil society, transparency, fairness and good faith. The trainings conducted by Bridge Mediation & Consulting Pvt. Ltd. are generally conducted by the International mediators associated with Medialogos. For more information please visit <http://www.medialogos.eu/>



## **The Training**

Our training programme has been designed based on the rigorous research of our research team consisting of trained and practicing mediators from India and Europe. The training gives a practical insight into the applicability of mediation in commercial as well as personal situations.

The training aims at modifying the perception of participants regarding conflicts and developing innovative ways of conflict prevention and resolution which are not only time and cost effective but help the disputants resolve disputes amicably. The training will help the participants augment business efficiency through lowered legal expenditure and improved business relationships. The successful participants shall become certified International mediators and cross culture negotiators.

*“Innovation distinguishes between a leader and a follower”*

*- Steve Jobs (The Innovative Secrets of Steve Jobs, 2001)*

## ***Suggested Syllabus of the Training***

### **1. Understanding Disputes**

- a. Characteristics
- b. Source and Reasons
- c. Detecting potential Conflicts
- d. Approaches to Dispute Resolution
- e. Traditional Methods versus ADR

### **3. Negotiation**

- a. Meaning and Types
- b. Process of Negotiation
- c. Useful skills and techniques

### **5. Mediation**

- a. Understanding Mediation
- b. Stages of Mediation
- c. Role of a Mediator
- d. Mediation Techniques
- e. Mediation Clauses in Commercial Agreements

### **2. Understanding Communication**

- a. Importance of Dialogue
- b. Types of Communication
- c. Emotions and Communication
- d. Difficult disputants

### **4. Cross Culture & Commercial Negotiation**

- a. Influence and Importance of Culture
- b. World Culture vis a vis Organizational Culture
- c. Overview of Corporate & Commercial Negotiations
- d. Introduction to International Etiquette

### **6. International Status of Mediation**

United States of America, Italy, Spain, Eastern Europe, Latin America, India

### **7. Understanding Psychology & Body Language of Disputants & Clients during Commercial Negotiation & Mediation**

## ***Other Proposed Details***

<b>Training Schedule</b>	32 hours of round table training and interaction with 8 hours of skill based practical training and examination
<b>Date of Training</b>	8th September 2013 to 14th September 2013
<b>Timing</b>	2 PM to 6:30 PM for the duration of training
<b>Period of Training</b>	4.5 hours per day for 7 days



<b>Batch Strength</b>	30 participants selected on first come first served basis
<b>Training Fee</b>	INR 25,000 per participant

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## Who Should Attend

- Bureaucrats & Public Servants
- Managers
- Entrepreneurs
- Working Professionals
- Professional Students
- Faculty
- Judges & Lawyers
- CAs & CS
- Social Workers

## Why this Training?

Every human interaction is a process to make others understand our views, needs and problems. Mediation and negotiation are a major part of our daily life as an employer, service provider, service recipient, trader, family member and manager. We are born with these qualities but they can be used most effectively only through skill based training. Our training is designed based on rigorous research of trained and practicing mediators in India and Europe. The training gives a practical insight into applicability of mediation in commercial and personal situations. The training is a skill enhancing exercise for professionals to become target oriented negotiators and emphatic mediators. It will help the participants increase business efficiency through lowered legal expenditure and improved business relationships. The successful participants shall become certified mediators and negotiators- the basic criteria to undertake mediation at various forums in India.

## Registration & Payment Details

***Interested participants are required to register by sending an email to: [editor.cartal@gmail.com](mailto:editor.cartal@gmail.com) by September 5, 2013.***

***Interested participants are thereafter requested to pay the amount specified above (INR 25,000) either by Cash or Demand Draft in favour of National Law University payable at Jodhpur to Mr. Harisankar, Co ordinator for Training Programme on Mediation & Negotiation, National Law***

**University, Jodhpur, NH-65, Nagaur Road, Mandore, Jodhpur-342304. The Payments should be made on or before September 8, 2013.**

On acceptance of registration, the payment will be non-refundable.

## **NLU, Jodhpur Early Bird Discount**

A discount of INR 1,500/- for the first 10 registrations (by email) or registrations before 25th August (by email) (whichever is earlier), shall be given by NLU, Jodhpur.

### **CONTACT US**

*For more information*

National Law University, Jodhpur  
NH-65, Nagaur Road, Mandore,  
Jodhpur-342304.

**Mr. Anuroop Omkar, BMCPL**

Mb. No. 9013045911; +91-9492035760

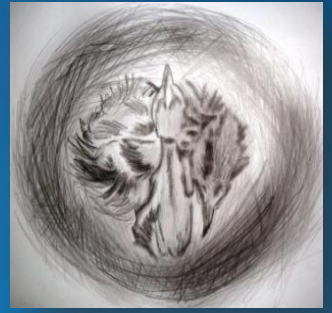
**Mr. Harisankar, NLU, Jodhpur**

+91-9929692441

# Mediation, Civil and Commercial Negotiation

## A Training Programme for Students

National Law University, Jodhpur in collaboration with Bridge Mediation & Consulting Pvt. Ltd.



### Who are we?

National Law University, Jodhpur and CARTAL is organizing the certified mediation and negotiation training program.

Bridge Mediation & Consulting Pvt. Ltd. (BMCPL) provides comprehensive, world class training to corporate professionals, social workers, diplomats and bureaucrats in India. The training has the accreditation of NLU and is provided by real life mediators from Media Logos, Italy & BMCPL.

### Who should Attend?

Students of Undergraduate program (3rd, 4th and 5th year)  
All post-graduate students  
PhD students and Faculty Members are also invited.

### Why this Training?

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#### Venue & Dates

8<sup>th</sup> September-14<sup>th</sup> September  
2013  
National Law University,  
NH-65, Nagaur Road,  
Mandore, Jodhpur-342304.

#### Seats

25 on a selection basis.

**Fees** INR 20,000

#### Merit based Discount

INR 5,000- for student excelling  
In the internal screening process



To register, send an email to:  
[editor.cartal@gmail.com](mailto:editor.cartal@gmail.com)

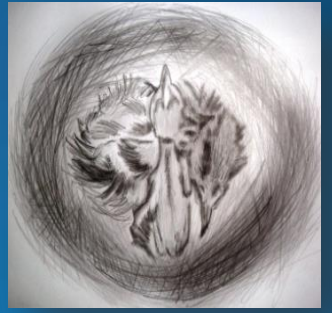
#### Contact Us

Mr. Anuroop Omkar, BMCPL  
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9492035760  
Mr. Harisankar, NLU, Jodhpur  
+91-9929692441

# Mediation, Civil and Commercial Negotiation

## A Training Programme for Professionals

National Law University, Jodhpur in collaboration with Bridge Mediation & Consulting Pvt. Ltd.



### Who are we?

National Law University, Jodhpur is a statutory institution recognized by the BCI, UGC and is a member of Association of Commonwealth Universities (ACU). The University is functioning as the nodal agency to uplift the legal education in the state of Rajasthan.

Bridge Mediation & Consulting Pvt. Ltd. (BMCP) provides comprehensive, world class training to corporate professionals, social workers, diplomats and bureaucrats in India. The training has the accreditation of NLU and is provided by real life mediators from Media Logos, Italy & BMCP.

### Who should Attend?

- Bureaucrats & Public Servants
- Managers
- Entrepreneurs
- Working Professionals
- Professional Students
- Faculty
- Judges & Lawyers
- CAs & CS
- Social Workers

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#### Venue & Dates

8<sup>th</sup> September-14<sup>th</sup> September  
2013  
National Law University,  
NH-65, Nagaur Road,  
Mandore, Jodhpur-342304.

#### Seats

30 on first cum first served basis

**Fees** INR 25,000

#### NLU Early Bird Discount

INR 1,500/- for the first 10  
Registrations or registrations  
before August 25, 2013  
(whichever is earlier)

To register, send an email to:

[editor.cartal@gmail.com](mailto:editor.cartal@gmail.com)



#### Contact Us

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