

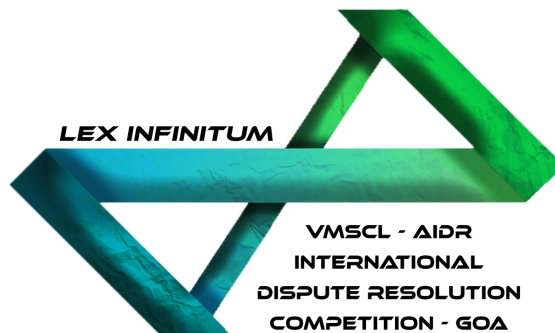
**V M SALGAOCAR COLLEGE OF LAW,  
MIRAMAR, GOA.**

# **KNOWLEDGE SESSIONS**

## **The Art of Negotiation**



Association for International Dispute Resolution



# Lex Infinitum

VMSCCL-AIDR International Dispute Resolution Competition has been conceived for the purpose of promoting the use of adr and to provide law students and adr experts from all over the globe with a platform to network, innovate and keep abreast of the latest happenings in the field of ADR in india as well as abroad. To provide law students with an opportunity to showcase their adr skills and techniques and test their mettle against the crème de la crème of the law student fraternity from different parts of the world.

The competition will be judged by accredited mediators and trained adr experts who will provide the students with a wonderful opportunity to benefit from the experience and expertise of these professionals.

## Knowledge Sessions

The ADR Board of V. M. Salgaocar College of Law (VMSCCL), Goa, offers a three-day Online Course held from 18th to 20th February 2021 (17:00-19:00 IST) on Zoom, which provides the opportunity to learn the essential skills and values to become an effective negotiator and a skilled mediator.

Experienced and highly qualified International ADR experts will delve into the theoretical aspects of negotiation and mediation as well as provide a hands-on practical experience with role play simulations. These would be training sessions that are conducted for students irrespective of their field of study.

# SPEAKERS



**Josephine Reyes**- Mediator for Community Justice Centres since 1984. A migrant to Australia in 1980 from Philippines, her birthplace. An Educator and Mediator in two continents spanning from 1992 onwards; and, has continuously supported and mentored many aspiring new practitioners in Mediation through the World Mediation Organization (WMO) and the Association of Mediator Trainers and Assessors Inc. (UK - AMATI).



**Charles LaFond**- Charles has been working in the field of negotiations and conflict management for the WU Wien Executive Academy, IMC Krems HHL Leipzig Graduate School of Management and for Donau-Universität Krems. He has been a judge at several international Mediation and Negotiation Competitions. He owns La Fond Training, a company specialized in training negotiation, presentation and communication skills.



**Thomas P. Valenti**- He is an attorney, mediator, arbitrator facilitator and trainer. He has been extensively trained in all aspects of Dispute Resolution. He has travelled to the UK, Dubai, India and Europe to train and teach courses in Negotiation, Mediation and Arbitration. He is a Director of AIDR, and he is also an organizer of the Global Youth Development Initiative, a multicultural virtual mentoring program for international students living in conflict zones.



**Damali Peterman**- Damali is a highly regarded lawyer, mediator, negotiator, educator and speaker. She is the Founder and CEO of two successful, award-winning companies- Breakthrough ADR and Damali Law. Damali has lectured at schools throughout New York City and led legal clinics for non-profits, small businesses and entrepreneurs. Damali is a graduate of the Goldman Sachs 10,000 Small Businesses Program and a Tory Burch Foundation Fellow. Damali was recently recognized as the "Social Change Agent of the Year" by the National Institute of Mentoring Business Leaders and Entrepreneurs.



**Greg Bond**- He teaches mediation, negotiation and cross-cultural communication in commercial law, management and MBA programmes at the Technical University of Wildau, Berlin, Germany, where he also coordinates an internal conflict advisory service. He works in business and organisations as a mediator, trainer and facilitator, particularly in workplace mediation, dialogue processes, peer coaching, and corporate team development. He is on the academic advisory board of the master's in mediation at European University Viadrina in Frankfurt / Oder. He has published widely on mediation, blogs, and has edited two books on mediation.



**Catherine Davidson**- She is a nationally accredited mediator and IMI Certified mediator practising in Australia and internationally. Catherine has mediated over seven hundred commercial and workplace disputes and is a member of several national mediation panels. Catherine is a Trainer for the Australian Disputes Centre's Mediation Training Courses in Australia and Asia. She also conducts Negotiation and Conflict Management Workshops and has mediated and judged various international Mediation Competitions in Europe, India and Asia.

## **COURSE SYLLABUS**

- Introduction to Negotiation,
- Effective communication & Online Mediation Skills.
- Information gathering for parties.
- Agenda Setting & Opening Statements.
- Identifying things that are working and things that are not.
- Precautions in drafting a settlement agreement.

## **COURSE ENTITLEMENTS**

- Interactive Sessions with trained professionals in the field of Mediation and Negotiation.
- Course syllabus will cover basics of ADR & more.
- Digital Certification on completion of the course.
- Opportunity to view Final Round of Lex Infinitum 2021.

## **REGISTRATION DETAILS**

The knowledge sessions are open to Students and Professionals in all fields. Applicants are requested to register by filing the google form before the 15th of February 2021.

The registration fee is as follows:

Students: Rs.1000/-

Professionals: Rs.1500/-

Lex Infinitum registrants: Rs.800/-

Link for registration form:

<https://forms.gle/ojANLPvWdQkXNVdKA>

## **CONTACT INFORMATION**

For any queries, contact us at:

[lex.adrcourse@gmail.com](mailto:lex.adrcourse@gmail.com)

For more information visit:

<https://lexinfinitum.in/knowledge-session/>

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