

Agenda

Workshop: Mediating the 30. Vis Moot problem

- *How to negotiate the case
in the interest of your client*
- *What you should know when using
or recommending mediation*

21/22 April 2023
10.00 am to 5.00 pm

German Arbitration Institute (DIS)
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The Workshop Leaders

Natascha Tunkel

Partner at KNOETZL

Natascha applies over ten years of experience in the field of alternative dispute resolution in her practice. She is admitted to the Austrian Bar and also qualified as a mediator. Natascha is specialized in international commercial mediation, arbitration, and litigation, and has handled numerous international commercial disputes. Her expertise is internationally recognized, most recently in WWL Commercial Mediation 2022. Natascha is Officer to the IBA Mediation Committee and is a member of the VIAC Mediation Advisory Board.

Katja Kröll

Partner at Wirtschaftsmediation Kröll

Katja is a certified public accountant and qualified commercial mediator. She combines in-depth expert knowledge of economic contexts and analysis with dispute resolution through mediation. After more than twenty years of advising large companies in one of the “big four” accounting firms (KPMG), Katja founded her own business. In her practice, she primarily works with small and medium enterprises, with a special focus on business mediation for family-owned companies. She has broad experience, especially in the retail and wholesale sector.

Day 1

Agenda

- 10⁰⁰ am - 11³⁰ am **Welcome & Introduction**
Dispute resolution mechanisms: choosing the right one
A crash course on mediation and overview of the alternatives
- 11³⁰ am - 11⁴⁵ am **Short break**
- 11⁴⁵ am - 12¹⁵ am **Interactive Training Session**
How to get to mediation
Persuading the other party
- 12¹⁵ am - 1³⁰ pm **Commercial Analysis of the Case**
Good case preparation:
Commercial, legal and tactical considerations
- 1³⁰ pm - 2³⁰ pm **Lunch break**
- 2³⁰ pm - 3³⁰ pm **Preparing to Mediate: Issues to Consider**
The importance of alternative scenarios for negotiators
How to prepare as a mediator
- 3³⁰ pm - 3⁴⁵ pm **Short break**
+ for preparation for the interactive session
- 3⁴⁵ pm - 4⁴⁵ pm **Interactive Training Session**
Getting the mediation started
followed by direct feedback in individual sessions
- 4⁴⁵ pm - 5⁰⁰ pm **Wrap up of the Day**

Day 2

Agenda

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| 10 ⁰⁰ am - 11 ¹⁵ am | Welcome & Deep Dive into Mediation Techniques
The communication toolbox
Dealing with emotions |
| 11 ¹⁵ am - 11 ³⁰ am | Short break |
| 11 ³⁰ am - 12 ⁰⁰ am | Interests and Needs of Parties |
| 12 ⁰⁰ am - 1 ¹⁵ pm | Interactive Training Session
Identifying the parties' interests
followed by direct feedback in individual sessions |
| 1 ¹⁵ pm - 2 ¹⁵ pm | Lunch break |
| 2 ¹⁵ pm - 3 ¹⁵ pm | Making a Deal
Creating options and solutions
Breaking through a deadlock |
| 3 ¹⁵ pm - 3 ³⁰ pm | Short break
+ for preparation for the interactive session |
| 3 ³⁰ pm - 4 ⁴⁵ pm | Interactive Training Session
Full mediation session
followed by direct feedback in individual sessions |
| 4 ⁴⁵ pm - 5 ⁰⁰ pm | Q&A and Closing Remarks |