

## Agenda

# Workshop: Mediating the 31. Vis Moot problem

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

26/27 April 2024  
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 2023. 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 highly skilled commercial mediator based in Cologne, qualified as both a German Certified Public Accountant (Wirtschaftsprüferin) and a German Tax Advisor (Steuerberaterin). Her blend of expertise in economic analysis and dispute resolution through mediation instills confidence in her clients. With over two decades of dedicated service, including advising major corporations at a prestigious "big four" accounting firm (KPMG), Katja established her own practice in 2016. She specializes in assisting small and medium-sized enterprises, with a specific focus on facilitating business mediation for shareholders and family-owned companies. Katja's extensive background enables her to consider the individual needs of her clients through a tailored and effective process. In addition, Katja is active in educating the next generation of mediators through interactive workshops, lectures and involvement in mediation moot courts.

## Day 1

### Agenda

- 10<sup>00</sup> am - 11<sup>30</sup> am **Welcome & Introduction**  
Dispute resolution mechanisms: choosing the right one  
A crash course on mediation and overview of the alternatives
- 11<sup>30</sup> am - 11<sup>45</sup> am **Short break**
- 11<sup>45</sup> am - 12<sup>15</sup> am **Interactive Training Session**  
How to get to mediation  
Persuading the other party
- 12<sup>15</sup> am - 1<sup>30</sup> pm **Commercial Analysis of the Case**  
Good case preparation:  
Commercial, legal and tactical considerations
- 1<sup>30</sup> pm - 2<sup>30</sup> pm **Lunch break**
- 2<sup>30</sup> pm - 3<sup>30</sup> pm **Preparing to Mediate: Issues to Consider**  
The importance of alternative scenarios for negotiators  
How to prepare as a mediator
- 3<sup>30</sup> pm - 3<sup>45</sup> pm **Short break**  
+ for preparation for the interactive session
- 3<sup>45</sup> pm - 4<sup>45</sup> pm **Interactive Training Session**  
Getting the mediation started  
followed by direct feedback in individual sessions
- 4<sup>45</sup> pm - 5<sup>00</sup> pm **Wrap up of the Day**

## Day 2

### Agenda

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