



Mediation Certification Programme

SEPTEMBER 16th - 24th 2017

Basic and Advanced Mediator Training

Kraków 2017



Mediation
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Mediation Certification Programme

Still not familiarised with mediation? Wake up, it's XXI century!

You can experience plenty kinds of reactions to a concept of mediation. Some people are excited and think it is a breakthrough when it comes to a dispute resolution, some are sceptical and consider everyone interested in this field as simply naive. Who is right? – no-one knows!

However, one thing *is* sure. Mediation is spreading and is becoming a world-wide phenomenon. After a while Polish legal society will realise that no matter if they like it or not, a set of skills needed for practising mediation will be required from everyone who wants to be seen as a competent problem solver, *ergo* a good lawyer.

Being well aware of the circumstances, JU and SOLVO have collaborated together to at least give a chance to people from Poland to experience what true mediation and negotiation training actually means!

MCP is, for many, one in a life time chance to participate in a comprehensive training, conducted solely in English, delivered from uncontested authority figures from all over the World!



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Basic Mediation Certification Programme

Date: 16-20 September 2017 **Duration:** 40 hours/ 5 days (9.00 a.m. – 7.00 p.m.)

Language: English

Number of participants: 50 persons.

Methodology: Informative sessions, simulations, interactive exercises, case study, Q&A.

Recognition of skills: Certificate of completion.

Venue: Faculty of Law and Administration, Jagiellonian University in Krakow, ul. Krupnicza 33a.

If you enroll in the training you will have a unique opportunity to become qualified mediator with international background.

Our programme is drafted on highly acknowledged international standards. The training is delivered by recognized professionals with teaching experience. They have done mediation all around the world and provide their expertise during a 40-hour training in Kraków.

Within the course of the training, participants will be familiarized with theory of mediation, knowledge of mediation principles, mediation process, roles of people present at the mediation table and differences between mediation and other dispute resolution methods.

However, this is not a lecture programme but an interactive training. Each participant will experience mock mediation sessions during which they will have a chance to mediate real case, as well as present their opening statement. Everyone will be given individual feedback by our experts. Each lecture will end with Q&A.



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Certificate of Completion will confirm attendance of a 40-hour mediator training. Under Polish law, having such education may form a basis for an application to court to become court mediator.

Please note, that presence during all five days is obligatory. Upon request, subject to special circumstances, one absence may be excused.

Fluency in English is essential to be able to participate in the Programme. However, during the five days you will acquire more confidence. So be sure, that once you have completed the training, mediating and negotiating in English will no longer be any problem!



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Advanced Mediation Certification Programme

Date: 22-24 September 2017 **Duration:** 24hours/3days (9.0 a.m.–7.00p.m.)

Language: English.

Number of participants: 30 persons.

Methodology: Informative sessions, simulations, interactive exercises, case study, Q&A.

Recognition of skills: Certificate of completion.

Venue: Faculty of Law and Administration, Jagiellonian University in Krakow, ul. Krupnicza 33a.

The Advanced Mediation Certification Programme is a high quality course for mediators, who want to develop their skills and theory about mediation. The MCP Advanced is delivered by recognized experts on mediation. The programme complies international standards.

By the use of hands - on methodology, during the MPC Advanced interactive trainings each participant will improve their mediation technique. Attendees' skills will be built on trainings focusing on advanced aspects of the psychology in mediation, diversity in mediation, facilitation and opportunities in mediation, lawyers in mediation, persuasion in negotiations. The course employs mediation simulations when each participant will be given individual feedback by our Experts. Each lecture will end with Q&A.

As a confirmation of gained experience participants receive a Certificate of Completion.

Please note, that presence during three days is obligatory. Upon request, subject to special circumstances, one absence may be excused.

Fluency in English is essential to be able to participate in the Programme.

Please note, that It is necessary to complete the MCP Basic before you enter the MCP Advanced.



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Let's meet our Experts!

Wonderful asset of Mediation Certification Programme 2017 is cooperation with prized and respected experts from USA, UK, Greece and Poland. Never before have there been such a mediator training in Poland conducted by this many distinguished and internationally recognized professionals.



Richard Calkins

(INADR, Drake Law School)

Professor Richard Calkins graduated from Dartmouth College and Northwestern law school. He served as a law clerk to a federal appellate judge for 2 years and then joined a major law firm in Chicago. In 1969, he formed his own Law Firm where he practiced in antitrust law until 1980, when he became dean of the Drake University



Law School. During his tenure as Dean he was responsible for creating the college mock trial program in 1985. In the first year, eight schools and 12 teams participated. This year over 640 team from over 400 schools participate throughout the United States.

His interest in mediation began in 1988. Over the years has completed over 2000. He has also trained close to 1000 lawyers in mediation throughout the United States. In 2000 he began a mediation program which allows both undergraduate and law students to participate in mock mediations. Emphasis in these Tournaments has been the training as well as bringing students around the world to network and share ideas and interests. The outgrowth of this program has been to hold tournaments in Australia, India, Ukraine, Lithuania, Greece, London, Dublin and the of course United States.

On a personal note, the thing that pleases him the most is the fact that these tournaments bring together the very brightest students in the world, who are the future. To see them interact, become friends and colleagues and be dedicated to creating an awareness of mediation worldwide makes his years of effort worthwhile.



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Mary Lou Bryant Frank

*(INADR, Fellow, IHE,
University of Georgia)*



Dr Mary Lou Frank is a licensed psychologist and her Ph.D. and M.S.in Psychology are from Colorado State University. She completed Advanced Negotiations for Executives at Harvard University and had training at Brenau University and Georgia State University. She served as a mediator for the

Board of Regents of the University System of Georgia, on the board of directors for the International Association for Dispute Resolution, is a state approved neutral for the courts in Georgia, and is co-founder of the consulting group, Transforming Mediation. She is a Fellow at the Institute for Higher Education at the University of Georgia, and teaches at Brenau and Middle Georgia State Universities.

She has been as professor, department chair, dean, and vice president as well as consultant and speaker nationally and internationally on mediation, civility, diversity, ethics, and leadership. She received the Distinguished Provider Award in Counseling and has been the recipient of grants and awards in leadership, teaching, diversity, and community service. Dr Frank served as the president of the Georgia Association for Women in Higher Education and currently is the president of the Georgia Women's Institute, board member of the International Women's Think Tank, and the Possible Woman Foundation International.



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Kenneth Frank

(INADR, Brenau University)



Kenneth Frank holds a J.D. in law from the University of Colorado and a Master's Degree in Conflict Resolution from Columbia College. He is the director of the undergraduate degree program in Conflict Resolution and Legal Studies at Brenau University, Gainesville, Georgia. He has received the Ann Austin Johnston Outstanding Faculty Award from Brenau University as well as the 2015 Coach of the Year Award from the International Academy of Dispute Resolution (INADR). He is chair of the International Intercollegiate Mediation Tournament Board, on the Board of Directors for INADR and is currently serving as Vice President for Education, USA for that group. In addition, he has been a trainer/consultant for many organizations on the topics of conflict resolution, mediation and civility. Mr. Frank has been involved in mediation for many years and has taken collegiate mediation teams to tournaments since the competitions began in 2000. He is also a co-founder of the consulting group, Transforming Mediation and is a registered neutral with the State of Georgia.



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Elena Koltsaki

*(Greek Mediation Institute,
Member of the Mediator Accreditation
Committee Ministry of Justice of Greece)*



Dr Elena Koltsaki is a lawyer-mediator and sits as a regular member at the Mediators' Accreditation Committee at the Greek Ministry of Justice. She is currently the lead mediation trainer of the biggest public Mediators' Training Institute in Greece (Bar of Athens).

She is the co-founder and co-owner of Greek Mediation Institute, one of the leading Greek not for profit organizations for the promotion of mediation and works as a mediation expert on several European and international projects with ADR Center – Member of Jams International (Italy).

Elena holds a PhD in Law, has over 20 years of experience in counseling, negotiations and litigation and is an Expert Advisor to the Hellenic Parliament since 2004. She is also a Research Associate of the Jean Monnet Centre of Excellence of the University of Athens.

She is an accredited Civil, Commercial, Family and Workplace Mediator (UK, USA, Greece) with extensive advanced training in mediation and negotiations (UK & USA – Harvard Negotiation Institute).

Elena teaches law subjects and ADR in Greece and Cyprus, acts as a lecturer in national and international trainings and has trained over 700 mediators internationally.



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She is a Board Member of INADR (Chicago, USA), a member of the General Sub-Committee of the IMI's Appraisal Committee (Netherlands) and a pioneer in Peer Mediation Programs at Schools in Greece. She participates regularly in International Competitions both as a professional judge and as a coach with distinctions and has recently organized the First International Mediation Tournament in Greece for Students at the American College of Greece (INADR, May 2016).

She works in Greek, English and French and has a good understanding of German and Spanish.



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Cezary Rogula

(Jagiellonian University, University of Antwerp)

Mediator and Attorney at Law (Adwokat, admitted to the Polish Bar) with his own Law & Mediation Office in Krakow, Poland. Participant of the Joint Ph.D. Programme in Law (University of Antwerp, Belgium and Jagiellonian University, Krakow, Poland), research areas: commercial mediation, consumer ADR and ODR. Lecturer



and trainer: legal negotiations, international commercial mediation and arbitration. As a mediator, he is accredited by Lewiatan Mediation Centre (Warsaw, Poland, formerly involved in the Ministry of Economy programme on promoting mediation) and specialises in international and domestic commercial and consumer mediation. He is involved in ICC International Commercial Mediation Competitions since 2009 and CDRC Vienna since 2015 (Case Working Group member since 2015).

Previously: visiting student at Harvard Law School, Katholieke Universiteit Leuven (completed Harvard Law School Program on Negotiation Workshop there) and visiting researcher at Heidelberg University. Jagiellonian University: School of American Law (2007), Master of Laws Programme (2009) and Postgraduate Diploma in Banking Law (2011). He is fluent in English and Polish. He has organised and participated in numerous international and domestic conferences and training programmes on mediation and arbitration (organised by, inter alia, ICC, CIArb, CPR, ABA, UIA, AIA, OHIM) and published texts on various legal topics.



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Janie Clement-Walker

- Married 40 years
- Mother of four
- Grandma of three
- Graduated with a 2.1 in Law (LLB with honours) and a Queen Mother Scholarship for Bar School in 2008.
- Called to the Honourable Bar in 2009
- Became a Lecturer in Law in 2009
- CEDR Accredited in Advanced Negotiation and Mediation 2010 and 2011
- Developed and introduced to the University of Kent a Negotiation programme in 2010 and a Mediation programme in 2012
- Successful Nationally and Internationally, winning the CEDR National Negotiation Competition in 2015 and INADR - Spirit of Mediation Award for the last two years.
- Offered a Lectureship in Alternative Dispute Resolution in 2016, one of the first ADR specific posts nationally.





AGENDA

Mediation Certification Programme BASIC

Day 1, SATURDAY, 16 September.

9.00 – 9.30	Opening and introduction
9.30 – 11.30	Mediation – What is that?
11.30 – 12.00	Coffee break
12.00 – 14.00	Mediation Structure, Basic Concepts and Settlement drafting
14.00 – 15.30	Lunch time
15.30 – 16.30	Mediation - Is there one method of doing that?
16.30 – 17.00	Coffee break
17.00 – 19.00	Mediator's Opening Statement

Day 2, SUNDAY, 17 September.

9.00 – 11.00	Workshops – Presentation of participants opening statements (working in groups)
11.00 – 11.30	Coffee break
11.30 – 13.30	Anthropology of Conflict/Theory of Conflict
13.30 – 15.00	Lunch break
15.00 – 16.45	Mediation Styles
16.45 – 17.15	Coffee break
17.15 – 19.00	Positions/Interests/Needs and Active Listening Skills

Day 3, MONDAY, 18 September.

9.00 – 10.30	Caucuses, part I
10.30 – 11.00	Coffee break
11.00 – 12.00	Caucuses, part II
12.00 – 13.30	Lunch break
13.30 – 16.00	Conference: Negotiation Techniques and Mediator Response/ Harvard Negotiation Principles, part I
16.00 – 16.30	Coffee break
16.30 – 19.00	Conference: Negotiation Techniques and Mediator Response/ Harvard Negotiation Principles, part II



Day 4, TUESDAY, 19 September.

9.00 – 11.00	Deadlock/Closing the Gap
11.00 – 11.15	Coffee break
11.15 – 12.15	Mock Mediation (session 1)
12.15 – 12.30	Individual feedback
12.30 – 13.30	Mock Mediation (session 2)
13.30 – 13.45	Individual feedback
13.45 – 15.00	Lunch break
15.00 – 16.00	Mock Mediation (session 3)
16.00 – 16.15	Individual feedback
16.15 – 17.15	Mock Mediation (session 4)
17.15 – 17.30	Individual feedback
17.30 – 18.00	Coffee break
18.00 – 19.00	Mock Mediation (session 5)
19.00 – 19.15	Individual feedback

Day 5, WEDNESDAY, 20 September.

9.00 – 10.00	Mock Mediation (session 6)
10.00 – 10.15	Individual feedback
10.15 – 11.15	Mock Mediation (session 7)
11.15 – 11.30	Individual feedback
11.30 – 12.00	Coffee break
12.00 – 13.00	Mock Mediation (session 8)
13.00 – 13.15	Individual feedback
13.15 – 14.15	Mock Mediation (session 9)
14.15 – 14.30	Individual feedback
14.30 – 15.30	Lunch break
15.30 – 16.00	“Please don’t be afraid of (...)”
16.00 – 17.00	Panel discussion and Q&A Closing Ceremony



AGENDA

Mediation Certification Programme ADVANCED

What eyes cannot see – How mediators make it happen

Day 1, FRIDAY, 22 September.

8.45 – 9.00	Opening and introduction
9.00 – 10.15	Opening: Panel Discussion
10.15 – 10.30	Coffee break
10.30 – 12.00	An attorney talk about psychology in mediation, part I
12.00 – 12.15	Coffee break
12.15 – 14.00	The Impact of Diversity in Mediation
14.00 – 15.30	Lunch time
15.30 – 17.00	Facilitation and Emotional Intelligence, part I
17.00 – 17.15	Coffee Break
17.15 – 19.00	Advanced Negotiation

Day 2, SATURDAY, 23 September.

9.00 – 10.45	Challenges and Opportunities in Mediation
10.45 – 11.00	Coffee break
11.00 – 12.30	An attorney talk about psychology in mediation, part II
12.30 – 14.00	Lunch break
14.00 – 15.30	Facilitation and Emotional Intelligence, part II
15.30 – 15.45	Coffee Break
15.45 – 17.15	Lawyers as Mediators and Lawyers in Mediation
17.15 – 17.30	Coffee Break
17.30 – 19.00	Mediation Simulation 1 (Prep 10 mins. Role-play 60 mins [co-mediation] and feedback 20 mins.)



Day 3, SUNDAY, 24 September.

9.00 – 10.30	An attorney talk about psychology in mediation, part III
10.30 – 10.45	Coffee break
10.45 – 12.00	Mindfulness in Mediation. The Psychological Model which Includes Research and Practice
12.00 – 13.00	Lunch break
13.00 – 14.15	Persuasion in Negotiation
14.15 – 14.30	Coffee break
14.30 – 15.45	Facilitation and Emotional Intelligence, part III
15.45 – 16.00	Coffee break
16.00 – 17.30	Mediation Simulation 2 – All Experts (Prep 10 mins. Role-play 60 mins [co-mediation] and feedback 20 mins.)
17.30 – 19.00	Mediation Simulation 3 – All Experts (Prep 10 mins. Role-play 60 mins [co-mediation] and feedback 20 mins.)
19.00	Closing Panel + Q&A
20.30	Closing Ceremony



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Cost of Attendance at [Mediation Certification Programme 2017](#):

Basic MCP – 1400PLN

Advanced MCP – 1000PLN

Basic + Advanced MCP – 2000PLN

[More information you can find on our website:](#)

<http://www.solvoadvisory.pl/opisowa/mcp.htm>