



**Bar Association of Thessaloniki, 5, 26<sup>th</sup> Octovriou str., 54626 Thessaloniki, Greece**

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**Mediation:  
The Alternative Dispute Resolution for the Future**

**Thessaloniki, Greece**

**November 5-7, 2009**

**Conference Venue "Ioannis Vellidis" – Room ELOPIA**

**AGENDA**

**Day 1            MEDIATION EDUCATION**

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| 3-3:30 PM | Welcome and Introductions<br>(Overview of the Program and Agenda)  |
| 3:30-4:00 | European Union Directive on Mediation  |
| 4:00-4:30 | Explanation of US Mediation Law and Ethics   |
| 4:30-4:45 | Break  |
| 4:45-6:45 | Introductions to the Mediation Process<br><br>Merits of Mediation (15 minutes)<br><br>Mediation-How it Works, Initial Contacts, Scheduling<br><br>Conditions for Effective Mediation<br><br>The Dynamics of Conflict; an Overview<br><br>Principles and Art of Negotiation<br><br>Role of the Mediator |
| 6:45-7:00 | Questions and Answers  |

**Day 2            MEDIATION TRAINING-THE MEDIATION PROCESS**

- 3:00-3:15      Explanation of a Hypothetical Case (Demonstration of a Case)
- 3:15-5:00      Preparation and Strategy for Parties/Mediator
  - Confidential Position Paper for the Mediator
  - Opening Statement of the Mediator
  - Opening Statement of the Plaintiff
  - Opening Statement of the Defendant
- 5:00-5:15      Break
- 5:15-6:45      Separating the Parties-First Caucus
  - Dealing with Attorneys
  - Confidential Exchange of Information
  - Creating a Positive Environment for Settlement
  - Exploring the Parties real and reasonable objectives
  - Probing, Framing and Summary of Issues.
- 6:45-7:00      Questions and Answers

**Day 3            Mediation Training (Continued)-Achieving Settlement**

- 10:00-10:15   Review Previous Days Materials – Second Hypothetical Case and Demonstration
- 10:15-12:00   Selecting and Inserting options for settlement
  - Gathering facts, identifying conflict, identifying issues.
  - Settlement offers and transmission of offers
  - Recognition of Settlement Ranges and assessing options
  - Final Bargaining
- 12:00-12:15   Break
- 12:15-1:45     Final Bargaining

Incremental Progress

Leap Procedure

Deadlines and Consequences

Reaching a Final and Binding Agreement

Preparation of the Agreement

Execution of the Agreement

Enforcement of the Agreement

Failure or Follow up with the Parties

1:45-2:00 Questions and Answers; Evaluations