

**MAY 29th 2015**

**Florence, Palazzo Vecchio, Salone dei Cinquecento**

**9.00 a.m.**

# **“SUCCEEDING THROUGH MEDIATION”**

**How Mediation Can Deliver Results in International Disputes**

**A Conference Organized by**



**Camera di Commercio  
Firenze**



**Florence  
International  
Mediation  
Chamber**

**and**



**International Mediation Institute**

**with the endorsement of the Florence Municipality**

*To enroll, please send an email to: [fimc@fi.camcom.it](mailto:fimc@fi.camcom.it)*

May 29<sup>th</sup> 2015 – Firenze, Palazzo Vecchio – Salone dei Cinquecento

## “Succeeding through Mediation”

**8:45 am** – Registration

**9:00 am Keynote speech**

Andrea Orlando, *Italian Minister of Justice (invited)*

**9:30 am Welcome**

Dario Nardella, *Florence Mayor (invited)*

Leonardo Bassilichi, *Chairman of the Florence Chamber of Commerce*

**9:40 am**

**Preview** of video about the F.I.M.C. (Florence International Mediation Chamber)

**Presented by:**

Laura Benedetto, *Secretary General of the Florence Chamber of Commerce*

**9:45 Introduction**

Michael McIlwrath, *Global Chief Litigation Counsel GE Oil & Gas*

**10:00 How to become a successful mediator**

Bennett Picker, *International Mediator and Distinguished Fellow, International Academy of Mediators (IAM), Philadelphia*

**10:30 am - Mediation: Getting there**

Choosing the right mediator

Preparing for mediation

Mediation as a legal process vs facilitated negotiation

Getting to mediation in international commercial disputes

**Moderator:** Wolf von Kumberg, *Former Assistant General Counsel Northrop Grumman*

**Panelists:**

Irena Vanenkova, *Executive Director International Mediation Institute (IMI), Netherlands*

James South, *Director of training CEDR (Centre for effective dispute resolution), London*

Malik R Dahlan, *Principal, Institution Quraysh for Law & Policy, Fellow, University of Cambridge Lauterpacht Centre for International Law*

Giovanni De Berti, *De Berti Jacchia LawFirm, Milan, CI Arb Mediation Fellow, IMI Certified Mediator*

Deborah Masucci, *Chair IMI, mediator and arbitrator Masucci Dispute Management and Resolution Services, New York*

Isabelle Hautot, *Directeur juridique Orange group*

**11:45 Creating a mediation culture in challenging places**

Kehinde Aina, *international mediator, Founder, NCMG International and managing partner Aina Blankson, LP Lagos, IMI Certified Mediator*

**12:15 am The mediation process: techniques for getting a good result anywhere in the world**

Mediator techniques for promoting settlement

Mediation advocacy: party techniques and strategies to negotiate for advantage

Med/Arb – does it work? The SIMC/SIAC example

**Moderator:** Michael McIlwrath, *Global Chief Litigation Counsel GE Oil & Gas*

**Panelists:**

Spela Kosak, *Manager, International Centre for ADR of International Chamber of Commerce (ICC), Paris*

Harold Coleman, Jr., *Senior Vice President, AAA/ICDR (American Arbitration Association-International Centre for Dispute Resolution), New York*

Alexander Oddy, *partner, mediation advocate and Head of ADR at Herbert Smith Freehills LLP, London*

George Lim, *Senior Counsel, Deputy Chair of the Singapore International Mediation Centre (SIMC), IMI Certified Mediator*

**13:30 pm – Closing**

Laura Benedetto, *Secretary General of the Florence Chamber of Commerce*

Florence as Host City to the **2016 Global Pound Conference**, Improving Access to appropriate Justice