

Reaching Concorde: Meeting in the City of Light

International Academy of Mediators Conference

Paris September 19-21, 2013

The George C. Marshall Center

Place de la Concorde, Paris, France



In memory of David Plant

Pre Conference

Wednesday, September 18, 2013

- | | |
|-----------------------|---|
| 2:00 p.m. – 5:00 p.m. | Board of Governors Meeting at the offices of White and Case <i>(Members only. Pre-registration required.)</i> |
| 7:00 p.m. – 9:00 p.m. | Cocktail Party and Welcome Reception at Le Meurice Hotel
Sponsored by CLYDE&CO |

The Conference

Thursday, September 19, 2013

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|-------------------------|---|
| 8:30 a.m. – 9:30 a.m. | Registration and Continental Breakfast |
| 9:30 a.m. – 9:40 a.m. | Welcome to Paris
<i>With Karin Hobbs, President, International Academy of Mediators (USA) and Thierry Garby (France)</i> |
| 9:40 a.m. – 10:30 a.m. | Interactive Session: Mediation in the European Union
Learn about the European Directive on Mediation through an interview with Diana Wallis, who served in the European Parliament advocating for mediation and was heavily involved in the mediation directive. Then, join us in a lively interactive session as we learn the public and the insider's view of the directive. <i>With Diana Wallis (England) and Michel Kallipetis (England)</i> |
| 10:30 a.m. – 11:00 a.m. | Break |
| 11:00 a.m. – 12:30 p.m. | Mediation Directive in Practice
A panel of three representatives from countries in the European Union (EU) will explain the theory and practice of the mediation directive. How does it work differently in various countries? What are the pros and cons? What elements make it different? How can we learn from the various models? How are attorneys and clients responding? What questions does this raise for mediators? <i>With Stefano Azzali (Italy), Claude Amar (France), Hannah Tümpel (France) and Machteld Pel (Netherlands) – Moderated by Thierry Garby (France)</i> |
| 12:30 p.m. – 1:30 p.m. | Lunch at The Marshall Center |



1:30 p.m. – 3:00 p.m.

Courts, Judges and Mediation: A European Perspective on Mediation

How do courts select cases for mediation? How do courts expect attorneys to respond to a suggestion of mediation? How are courts using their discretion to order mediation? Is court support linked to any particular factors? What are the trends? Does court support differ across the EU? How much does the experience in one country inform others, or do countries tend to isolate themselves? Are court decisions supportive of mediation confidentiality? *With Avi Schneebalg (Belgium), Aleš Zalar (Slovenia and central Europe), Sabine König (Germany), Sir Vivian Ramsey (England) and Machteld Pel (Netherlands) – Moderated by Jane Andrewartha (England)*

3:00 p.m. – 3:30 p.m.

Break

3:30 p.m. – 5:00 p.m.

The Morning After Settlement: Decision Fatigue, Buyer's Remorse and the "Winner Effect"

In the early afternoon of a multi-day mediation, a client demands a deal tonight or no deal. Another client confidentially tells you he wants to sleep on it, and his attorney, accustomed to winning, fears his client will have buyer's remorse. What do you do? Join us for a lively discussion of how to deal with these dynamics and either keep the participants in the room, or resume settlement discussions later. *With Amanda Bucklow (England) and Karin Hobbs (USA)*

Evening

Dinner on your own

The Conference

Friday, September 20, 2013

9:00 a.m. – 12:00 p.m. Walking tour of the Marais District for companions of the delegates. Tour will return for a 12:30 lunch with delegates featuring a discussion from the tour guide.
(Pre-registration required. Minimum number of participants required.)

8:30 a.m. – 9:30 a.m. Continental Breakfast and Networking

9:30 a.m. – 11:00 a.m. **What We Love/Hate About Mediation**
What do insurance companies, attorneys and corporate users of mediation love and hate about mediation? What do they look for in mediators? What kind of a mediation process are they seeing or do they prefer? What suggestions do they have for improving the mediation process? Does process fairness differ depending on the type of user? What resources serve to educate them regarding the mediation process? What causes them to come into the market? What makes them return to mediation? *With Moya Stevenson, Swiss Re (Switzerland), Somesha Ferdinand, AXA Corporate Solutions (France) and Jürgen Dittmar, Württembergische Versicherung AG (Germany)*
Stephen Brooke, Antares Managing Agency Limited (England) – Moderated by Jane Andrewartha (England)

11:00 a.m. – 11:30 a.m. Break

11:30 a.m. – 12:30 p.m. **What Drives and Hampers Mediation in Europe?**
Learn how different jurisdictions handle the driving forces of mediation. What are the impediments? What incentivizes business persons to settle? How do lawyers impact these incentives? What mediators' styles lend themselves to the various needs of the consumer? *With Mercedes Tarrazon (Spain), Giovanni de Berti (Italy), Jane Player (England), Cliff Hendler (Canada) and Patrick Van Leynseele (Belgium)*

12:30 p.m. – 1:30 p.m. **Lunch: The Hidden Gems of Paris**
Walking tour participants and tour guide will join us for lunch and for an overview of some of the Paris treasures you may not know. *(Pre-registration required for companions.)*



1:30 p.m. – 3:00 p.m.

Interactive Session of IAM Members: Techniques to Share?

Join us for a lively discussion about the most helpful and questionable mediation techniques that have worked for you. What do you do with entrenched and embittered parties and attorneys? What works best when you see hate or lying impacting settlement? Share with us those techniques that makes you shudder and lose sleep when you think about how you used them, and let our collective wisdom turn these techniques into winners.

3:00 p.m. – 3:30 p.m.

Break

3:30 p.m. – 5:00 p.m.

Humour in Mediation

How can we productively use humour in mediation? What are the dangers and pitfalls? How do we break up the tension of the moment with a laugh? Let's laugh together and have a light-hearted close of the Paris conference with contributions from Europe, the USA, Canada, Australia and New Zealand. *With Phillip Howell-Richardson (England) and Michel Kallipetis (England)*

Saturday, September 21, 2013

9:00 a.m. – 1:00 p.m.

Join us for an optional day trip to Versailles!
(Pre-registration required.)

Things to See and Do

Paris: multi-faceted, magical, mythical and surprising. Always exciting, with something for everyone: world famous boutiques, classic and modern art, the top restaurants in the world, and exceptional architecture and cultural heritage.

The Seine Following the Seine through Paris is a beautiful way to enjoy the city. Day or night, Left Bank or Right Bank, the buzz of activity along the quaysides never stops. The Seine tells the story of Paris, from its birthplace on the Île de la Cité, to the quays at Bercy upstream and the Eiffel Tower downstream.

Architecture and Heritage Centuries of magnificent works have left masterpieces like the Louvre palace, the cathedral of Nôtre-Dame, the Eiffel Tower and the basilica of Sacré-Coeur. Explore 6,500 years of history, 200 museums and monuments, 171 churches and temples, three opera houses and more.

Fashion and Shopping Paris constantly offers new places and ways to buy: fair trade, artisanal, on Sunday, and in the evening. The latest trends are boutique-art galleries, bookshop-tearooms, workshop-shops and the flagship stores of major brands flourishing from the Champs-Élysées to rue de Rivoli.

Gourmet Gastronomy is king in Paris. Restaurants provide varied and refined menus to tempt the palate. And there are numerous delicatessens, caterers, bakers, wine merchants, butchers, confectioners, pastry cooks and grocers in every area of the city with delicious produce to take away.



*"A walk about Paris will provide lessons in history,
beauty, and in the point of Life."*

Thomas Jefferson

Guest Schedule

Pre-registration required

Wednesday, September 18, 2013

7:00 p.m. – 9:00 p.m. Cocktail Party and Welcome Reception at Le Meurice Hotel

Friday, September 20, 2013

9:00 a.m. – 12:00 p.m. Walking tour of the Marais District

12:30 p.m. – 1:30 p.m. Delegate and Companion Lunch: The Hidden Gems of Paris

Saturday, September 21, 2013

9:00 a.m. – 1:00 p.m.

Delegate and Companion Optional Tour: Versailles

Versailles Palace stands as a witness to the power, splendor and romance of The Golden Century in France. You've definitely heard about it, and maybe you've read about it or seen it in a movie (Sophia Ford Coppola's *Marie-Antoinette* was shot in the Versailles Palace and gardens). Now you can see Versaille for yourself with an experienced guide to tell you about the past and bring the palace to life with interesting and funny anecdotes from 17th century Royal life. Then step outside the palace into the world's most beautiful French-style gardens, designed by Le Nôtre and standing as one of his life's greatest triumphs. Filled with pools, fountains, grottos, statues and the mile long Grand Canal, the garderns were the setting of Louis XIV's many fabulous boating parties. After a few comments from our guide, take the time to enjoy a leisurely stroll at your own pace before heading back to Paris.



Registration

Name _____

Address _____

City _____ State/Province _____

Zip/Postal Code _____ Country _____

Telephone _____ Email _____

Special Dietary Needs _____

Companion Name _____

Companion Special Needs _____

Select which registration method applies to you. All costs are per person and are in US\$

<input type="checkbox"/> Earlybird Member (by June 28, 2013)	\$775	\$
<input type="checkbox"/> Regular Member (after June 28, 2013)	\$950	
<input type="checkbox"/> Non-member	\$950	

Select everything you (and your companions) plan to attend. All costs are per person and are in US\$

<input type="checkbox"/> Friday Tour of Paris (Companion) <i>Minimum number of participants required</i>	\$85	
<input type="checkbox"/> Friday Lunch: The Hidden Gems of Paris (Companion)		
<input type="checkbox"/> Friday Banquet (Delegate) <i>Please check here if a vegetarian meal is required: <input type="checkbox"/></i>	—	
<input type="checkbox"/> Friday Banquet (Companion) <i>Please check here if a vegetarian meal is required: <input type="checkbox"/></i>	\$185	
<input type="checkbox"/> Saturday Optional Tour: Palace of Versailles (Delegate)	\$100	
<input type="checkbox"/> Saturday Optional Tour: Palace of Versailles (Companion)	\$100	

Calculate your total (Registration + Companion Events)

Select a payment option

<input type="checkbox"/> Cheque <i>US\$ cheque payable to International Academy of Mediators</i>	<input type="checkbox"/> Mastercard
<input type="checkbox"/> Wire Transfer <i>Contact rlevine@iamed.org for information</i>	<input type="checkbox"/> Visa

Name of Cardholder _____

Account Number _____

Expiry Date _____

Hotel

Radisson Blu Ambassador Hotel Opera
16, boulevard Haussmann, 75009 Paris

A block of rooms has been secured for IAM at a rate of €299. Reservation cutoff is May 21, 2013.

Please use separate form to book.

Guests are also free to make their own lodging arrangements.

Cancellations

Full refund before June 28, 2013. 50% refund between June 28 - August 28, 2013. No refund after August 28, 2013. All cancellations must be made in writing.

Contact

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Register

Mail completed registration form with payment to:

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Or register online at www.iamed.org



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