



The Aranda Series

**INTERNATIONAL MEDIATION
LEADERS PROGRAMME**

15 – 28 September 2020

*Inter-culture Mediation – Process Design – Mediation Psychology
Regulations and Cross-border Enforcement – Mediation Technology*

S A G E
M E D I A T I O N

ABOUT ARANDA

The Aranda Series returns this year to challenge and inspire mediation professionals around the world to use their skills to reconstruct badly disrupted business ties in the midst of unprecedented turbulence and uncertainty in the global economy.

Led by a specially curated international faculty, this year's Aranda promises a wealth of insights into how mediation practice may evolve when the UNCITRAL Convention on Mediation enters into force in September 2020.

TRAINERS



Sukhsimranjit Singh

Judge Danny Weinstein Managing Director, Straus Institute



Manon Schonewille

Founding Partner, Toolkit Company | Legal Rebel



Aloysius Goh

Founder and CEO, Sage Mediation



Jeremy Lack

Attorney-at-Law and ADR Neutral, LAWTECH.CH



Joel Lee

Professor, National University of Singapore, Faculty of Law



Thierry Garby

Mediator and Trainer, Resolvers (France)



Chiann Bao

Vice President, ICC Court of Arbitration



James Claxton

Professor, Rikkyo University, School of Law



Marcus Lim

Consultant, CMP Cambridge



Radhika Shapoorjee

Founder and CEO, Mediation Mantras

Fees

USD 350 per day

Aranda Rate: USD 1,500 for all 5 days

Registration

<https://sagemediation.sg/aranda>

Registration closes 7 September 2020.

Limited to 60 spaces per session.

Who should attend

C-Suite executives, leaders in mediation, education, government, law, and non-profit organisations who wish to play an active role in thought leadership for the bright future of mediation.

International Mediator Accreditation



Aranda has been accredited as a Registered Training Program by the Singapore International Mediation Institute (SIMI).

Participants who (i) attend all 5 days of Aranda, (ii) complete Sage's International Commercial Mediation Workshop, and (iii) pass Sage's International Mediator Accreditation Assessment may apply for SIMI accreditation.



Inter-culture Mediation

15 September
9.45am to 3.15pm (GMT+8)

Negotiating across Cultures: Tips and Best Practices

Sukhsimranjit Singh

Culture defines the way we look at conflict and shapes our approach for conflict resolution. Having an accessible framework to prepare for our negotiations can help us respond appropriately to culture differences. This session will engage participants to think deeply about how we can foster greater mutual understanding in a cross-border dispute and persuade a party from another culture to appreciate and embrace our priorities.

14 September
9.45pm to 3.15am (EST)

15 September
1.45am to 7.15am (GMT)

Cross-border Commercial Mediation: The Same, but Different

Manon Schonewille

Each country around the world has their own mediation culture. The word “mediation” covers a wide range of processes and practice standards. What can mediators do to synchronise different expectations participants may have for a cross border mediation? How can mediators deal with dilemmas and strategic choices and identify some universal commonalities? Finally, we will look at best practices and helpful tools to manage the complexity of these fascinating cases.

15 September
7.15am to 12.45pm (IST)

Mediation Process Design

18 September
10am to 3.15pm (GMT +8)

Directive Co-Mediation: A Strategic Approach For Achieving Efficient & Enforceable Solutions

Aloysius Goh

For many Asian jurisdictions, judicial mediations remain common even as more independent professional mediators offering less evaluative approaches become available. “Directive co-mediation” has emerged as a strategic approach for mediators to amalgamate the advantages of the different styles. Using interactive role plays, participants will discuss ethical issues in this approach and explore new techniques for achieving enforceable solutions quickly.

17 September
10pm to 3.15am (EST)

18 September
2am to 7.15am (GMT)

Preparing for a Guided Choice Mediation or a Mixed Mode ADR Process

Jeremy Lack

Thoughtful and early inclusion of mediation in the design of dispute resolution processes enables parties to achieve more efficient, cost-effective, sustainable and enforceable solutions in complex international disputes. In this session, participants will learn the key principles for customising the mediation process by considering emotional, social and rational heuristics and by diagnosing the procedural and substantive norms that the parties may wish to apply to design customised ADR processes.

18 September
7.30am to 12.45pm (IST)

Mediation Psychology

21 September
1pm to 5.45pm (GMT +8)

Using Linguistic Presuppositions in Communication

Joel Lee

Language is an intrinsic part of the mediator’s skillset. Being able to recognise the presuppositions in parties’ language can assist mediators to gain a more complete understanding of the problem. They can then apply the presuppositions in their own communication to move parties toward more useful thoughts and directions. Drawing from the linguistic models of Neuro-Linguistic Programming (NLP), participants will learn how to recognise and utilise presuppositions to support the goals of mediation.

21 September
1am to 5.45am (EST)

21 September
5am to 9.45am (GMT)

Reason and Passions: How Emotions Can Advance Mediations

Thierry Garby

Emotions are often considered as hindering a possible agreement. In fact, neuro-sciences show that the agreement is fundamentally an emotional process where “reasonable reasons” play a secondary role. This session will explain why this is so and explain how emotions do help finding agreements in the mediation process.

21 September
10.30am to 3.15pm (IST)



PROGRAMME

Mediation Regulations and Cross-border Enforcement

24 September
10am to 3.15pm (GMT +8)

Ensuring Enforceability of the Mediated Settlement of a Cross-border Dispute in China

Chiann Bao

China has commenced judicial reforms to assure users of the enforceability of mediated settlement agreements. A key issue has been incorporating the best international practices with the elements which are central to the Chinese modalities of dispute resolution. In this session, participants will practice mediating a cross-border dispute in a process influenced by Chinese norms and work at crafting a settlement agreement that would be recognised and enforced in China.

23 September
10pm to 3.15am (EST)

24 September
2am to 7.15am (GMT)

24 September
7.30am to 12.45pm (IST)

The Non-Conventional Future of Mediation under the Singapore Convention

James Claxton

The Singapore Convention is reshaping conventional thinking about mediation. In this session, we explore how it could equally change mediation practice with effects on mediators, counsel, parties, and enforcing courts. We consider the impact of incomplete treaty coverage and the relationship between the Convention and revised model law. Through discussions and experiential exercises, participants will gain practical insights on how to benefit from the Convention and how to manage attendant enforcement risks.

Mediation Technology

28 September
10am to 3pm (GMT +8)

Give and Take-nology: Compromises for Online Mediation?

Marcus Lim

Technology. Love it or hate it - we now live in a world where it defines every aspect of our lives. As the platforms for human interaction continue to evolve, mediators too must follow suit. How can mediators ensure that their skills are not lost in translation? Are mediators overlooking some basic pointers that could dramatically improve their mediation efficacy? Explore these questions - and more - and build a personalised console to mediate and train better without compromises.

27 September
10pm to 3am (EST)

28 September
2am to 7am (GMT)

28 September
7.30am to 12.30pm (IST)

The Critical Role of Human Interactions in Mediation Tech

Radhika Shapoorjee

Increased digitization of mediation can lead to desensitisation of the human context and therefore our senses. In this session, the trainer will bring into focus how unconscious human interactions lead to conflict. Through guided practices, participants will be led to discover how they can enhance their effectiveness in the virtual process by first mindfully resolving their own inner conflicts to be able to play the neutral role of a mediator.

Closing Plenary

28 September
3pm to 3.30pm (GMT +8)

28 September
3am to 3.30am (EST)

28 September
7am to 7.30am (GMT)

28 September
12.30pm to 1pm (IST)

Mediation 2021: Offering Hope and Justice from the Convention and the Pandemic

Aloysius Goh



SUPPORTING ORGANISATIONS

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CPD ACCREDITATION



- 20 Public CPD Points (4 points per day)
- Practice Area: Alternative Dispute Resolution
- Training Level: Advanced

Participants who wish to obtain CPD Points are reminded that they must comply strictly with the Attendance Policy set out in the CPD Guidelines. For this activity, this includes logging in at the start of the webinar and logging out at the conclusion of the webinar on each day of the activity, and not being away from any part of the webinar for more than 15 minutes on each day of the activity. Participants may obtain 4 Public CPD Points for each day of the event on which they comply strictly with the Attendance Policy. Participants who do not comply with the Attendance Policy will not be able to obtain CPD Points for attending the activity. Please refer to <http://www.sileCPDcentre.sg> for more information.

