

SCHONEWILLE & SCHONEWILLE

LEGAL MEDIATION

Manon Schonewille is certified ACB legal business mediator, IMI Certified Mediator and IMI Certified Mediation Advocate at Schonewille & Schonewille and specialized in business mediation, cross-border mediation and B2B negotiations. Together with Jeremy Lack she runs the co-mediation service for cross-border cases.

She supports corporations, partnerships or professional services organisations with complex commercial issues:

- Conflicts within partnerships or regarding termination of a partnership, collaboration or other contractual relationships.
- Processes with several representatives or parties involved including team-mediations.
- Cross-border disputes or negotiations involving parties from several countries or cultures.

Through her legal background combined with experience as an international marketing manager for multinationals in several countries, she is able to work with and understand the perspective of both the legal counsel and the business side.

Mediation approach

Manon Schonewille has been a mediator and facilitator since 1997. She uses an outcome-focused and eclectic or varied style of mediation that is adapted to the parties needs particularly in cultural disputes. Manon generally 'mediates the process' between parties and legal counsel first to support them in designing the appropriate process before the mediation starts. During the mediation she clearly manages the process aspects and uses a varied approach regarding the substantive issues depending on the topic, dispute and needs of the parties involved. She has superior communication skills and quickly establishes a trust-based working relationship with the participants. She uses her creative mediation style to guide parties to find new solutions and reach a sustainable outcome. She is a well prepared mediator and negotiator, that quickly builds rapport and with attention for details without losing sight of the big picture. The review of user feedback of Harvard-fellow Dr. Paola Cecchi Dimeglio in her IMI review of Manon can be consulted [here](#).

Manon conducts mediations and negotiations in Dutch, English, and German.

Mediation education

Manon has received broad international education as mediator and negotiator. She successfully absolved the 'Harvard negotiation' and 'Advanced Harvard negotiation, difficult conversations' courses of Harvard Law school (Boston, USA 2000). She has been educated and certified as a mediator by IMI, ACB (Amsterdam), CEDR (London, UK 1997), and Schonewille & Schonewille Legal Mediation Firm (Amsterdam). She is also NCRC/SDMC Credentialed Mediator, and received training and practical experience as a commercial mediator in the United States (San Diego, USA 1998) and 'Wirtschaftsmidiation' (Business Mediation), Institute for Interdisciplinary R&D of the Universities of Innsbruck, Klagenfurt and Vienna (Klagenfurt, Austria 1996).



M.A. Schonewille | Manon

- Certified ACB legal business mediator
- IMI Certified Mediator
- IMI Certified Mediation Advocate
- Partner in [Toolkit Company](#)
- Partner in [Schonewille & Schonewille](#) Legal Mediation Firm
- Selected in Who's Who Legal in Mediation 2014



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Contact:

manon@schonewille-schonewille.com

Tel : +31 (0)6 54 336 192

[LinkedIn Profile](#)

Representative matters

Manon Schonewille has conducted mediations and negotiations for multinational companies, commercial parties, NGO's, individuals and counsels from a variety of countries. Examples are:

- Mediation in a multi-stakeholder franchisor-franchisee dispute regarding agreements concerning collaboration, marketing and internal accounting methods.
- Conflict analysis and mediation in a claims dispute regarding the termination of a joint venture.
- Deal-making between West-European and mediterranean organisations.
- Mediations in (international) collaboration issues. E.g. between several teams of a Swedish head quarter and teams of a German subsidiary. American and Australian colleagues in a multi-disciplinary project team; the European head office and an employee of a middle-east subsidiary of a bio-tech multinational, Greek consultants and legal advisors regarding collaboration; as well as between marketing co-workers of French and Belgium subsidiaries and the German head office of an organisation in the fast moving consumer goods.
- Deal facilitator for a collaboration between European and American NGO's in B2B services
- Mediation and deal mending facilitation regarding collaboration issues between 5 partners in a medical partnership.
- Negotiator in trademark and competition issues disputes.
- Cross-border deal facilitation for the selling and, respectively, buying of a European organization.
- Deal facilitator in an IP dispute (product name, marketing claims and mark-up of products) between a German and a American company in the fast moving consumer goods.

Conferences and publications

Manon Schonewille is a frequently asked speaker. She is the author of several reference books on mediation, deal facilitation and negotiation, and has published many articles in professional journals. An overview of publications can be found [here](#).

Honours and professional activities

- President Foundation ACB Corporate ADR & Mediation (2010-present).
- Past Co-Chair International Committee of the Dispute Resolution Section of the American Bar Association (2009-2012).
- Member, Independent Standards Commission of the International Mediation Institute (IMI) (2008-present).
- Chair of the IMI Mediation Advocacy Task Force.
- Assessor for certifications of 'IMI Certified Mediator', 'IMI Certified Intercultural Mediator' and IMI Certified Mediation Advocate/Advisor.
- Adjunct Professor at Utrecht University, having developed and taught the Business Mediation, Mediation Advocacy and conflict management course as part of the interfaculty Minor in Mediation (2008-2013).
- Development of an academic mediation advocacy and conflict management module with sponsorship of the Dutch MoJ (2012-2013)

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The benefits of co-mediation in cross-border cases

Co-mediation teams are particularly beneficial in cross-border and complex commercial disputes. Using co-mediation creates more options, improves the process procedurally and substantively and statistically provides even higher settlement rates and satisfaction ratings. Co-mediation improves the effectiveness of a facilitated settlement process, especially if there is limited time available and different mediation styles are expected by each negotiation partner. A mixed gender and cross-cultural team also adds diversity and can better address intercultural issues, capable of designing culturally appropriate interventions into the process.

What is "legal mediation"?

A legal mediator is a varied approach to mediation, where several evaluative elements regarding substantive issues can be introduced into the mediation process by the mediator, by using experts, or using co-mediators with different approaches to mediation. Solution-focused, facilitative and evaluative approaches can all be used and combined depending on the circumstances and the parties' needs. Legal mediation means that the mediator pro-actively supports the parties both at a procedural and substantive level. On mutual request, the mediator can also help the parties to generate, advise, educate or apply norms (e.g., legal or otherwise) regarding dispositive issues, or to understand how similar issues may have been successfully solved in comparable mediations or other ADR processes. The quality of communications, substantive and legal aspects of the case, as well as the personal and commercial interests of the parties play an equally important role in the mediation process.