

The Application Procedure

The number of participants is limited to 30. Participants will be selected from the group of applicants that have applied until August 2nd.

Please send your application, including current CV, indication of English language proficiency and statement of interest to:

CENTRAL

Center for Transnational Law
Universität zu Köln
Albertus-Magnus-Platz
50923 Köln/Cologne
Germany
or
central-info@uni-koeln.de

The Fee

The fee is 1200 Euro for practitioners, 550 Euro for post-graduates/legal trainees and 400 Euro for students. Reduced fee for early registration (received before June 28th) is 1000 Euro for practitioners, 450 Euro for postgraduates/legal trainees and 300 Euro for students. The fee covers tuition, course materials and a special evening program. Participants receive comprehensive teaching materials, a two-volume casebook and a DVD-Rom with videos of negotiation, business mediation and arbitration scenarios.

The Certificate

Upon completion of the full program participants will receive a certificate of attendance.

You can view a video trailer at:
www.private-dispute-resolution.net
Please click on "Academies".

BUILDING BRIDGES



This Academy is closely connected with CENTRAL's Summer Academy on International Commercial Arbitration which is scheduled for the same dates. Both Academies will deal with the same Case Study. Informal discussions during the Academies and a joint session at the end will give participants of both Academies the unique chance for a productive exchange of views and ideas. This ensures a more efficient learning process and a deeper understanding of the law and practice of arbitration and ADR for participants of both Academies. All participants receive a copy of "Private Dispute Resolution in International Business" which contains materials and videos of both arbitration and ADR.

If you are interested in our Academy on International Commercial Arbitration please contact:
central-info@uni-koeln.de

Please note that simultaneous participation in both Academies is not possible.

For further information please contact:
Ms. Ellen Allerödter (central-info@uni-koeln.de)

CENTRAL
CENTER FOR TRANSNATIONAL LAW

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3RD COLOGNE
SUMMER ACADEMY
ON
BUSINESS NEGOTIATION AND
MEDIATION



AUG. 31ST TO SEPT. 4TH, 2008

The Academy

From August 31st to September 4th, 2008 the Center for Transnational Law (CENTRAL) in cooperation with the German Institution of Arbitration (DIS) organizes the 3rd Cologne Summer Academy on Business Negotiation and Mediation at the University of Cologne.

The Academy is addressed to young practitioners, postgraduates and advanced students. The working language is English.

Unlike other events, the Academy is based on a unique, highly practical and highly interactive teaching concept. You get the rare opportunity to improve your skills and knowledge in both international commercial law and the practice of negotiation and mediation in international business. Under the guidance of highly experienced professionals you will get actively involved in all stages of negotiation and mediation processes.

In the evening you have the opportunity to chat with the workshop leaders during a boat tour on the river Rhine, to discover the exciting city of Cologne during a guided tour and to continue the discussions in a Cologne “Brauhaus”.

For a report on the last two Academies with participants from all over the world please visit:

www.private-dispute-resolution.net



The Program*

Sunday, August 31st 18⁰⁰ -20⁰⁰
Welcome Reception at the DIS Office, Cologne

Monday, September 1st 9⁰⁰ -17⁰⁰

- Negotiation*
- Conflict Theory
 - Pro-Active Dispute Management
 - Lawyers’ Approach to Negotiations
 - Negotiation Theories
 - Escalation of Disputes
 - Negotiation Tactics
 - Win/Lose and Win/Win Outcomes
 - Use of Creativity Techniques

Dr. Jörg Risse, LL.M.
Baker & McKenzie, Frankfurt

Tuesday, September 2nd 9⁰⁰ -17⁰⁰

- Mediation*
- Phase 1: Opening & Introduction
- Nature of Mediation Process
 - The Mediator’s Role
 - Mediator’s Opening Statement
 - Negotiation Agreement
 - Establishing Credibility/Rapport

- Phase 2: Issues & Interests
- Parties’ Opening Statements
 - Involvement of Lawyers
 - Venting of Emotions
 - Visualization Techniques
 - Breaking up Positional Thinking

Christopher C. Newmark
Spenser Underhill Newmark LLP, London

Wednesday, September 3rd 9⁰⁰-17⁰⁰

- Mediation*
- Phase 3: Information & Legal Discussion
- Clarification of Facts
 - The Role of Law in Mediation
 - Discussions of Legal Issues as BATNA
 - Mediator as Agent of Reality
 - Eliminating “Judgmental Overconfidence”
 - Drafting Agenda
- Phase 4: Exploring Settlement Options
- Use of Interest-Oriented Negotiation Techniques
 - Bargaining for Mutually Acceptable Settlement
 - Options
 - “Enlarging the Pie”
 - Logrolling & Brainstorming
 - Mediator’s Right to Propose Settlement
 - Caucus & Shuttle Mediation

Alexander Oddy
Herbert Smith LLP, London

Thursday, September 4th 9⁰⁰ -15⁰⁰

- Mediation*
- Phase 5: Settlement Agreement
- Business Memo v. Settlement Agreement
 - Drafting “SMART” Settlement Terms
 - Limits of Authority
 - Symbolic Conflict Termination
 - Commitment of Parties to Settlement Terms
 - Consequences of Failure of Mediation

Professor Dr. Klaus Peter Berger, LL.M.
Center for Transnational Law, University of Cologne

- 15⁰⁰ -16⁰⁰
- Joint Session with Participants of the Academy on International Commercial Arbitration
“Building Bridges between Arbitration and ADR”

Professor Dr. Klaus Peter Berger, LL.M.

*changes in program and faculty reserved