

INVITATION

VIPS MEDIATION TRAINING PROGRAMME



**2 Day Certificate Course On The Principles Of
Mediation And Negotiation For Law Students**

23-24 AUGUST 2017

pact. | Peacekeeping
And
Conflict-resolution
Trust

VIPS Vivekananda Institute of
Professional Studies
योग: कर्मसु कोशलम्
IN PURSUIT OF PERFECTION

Affiliated to GGSIP University
Recognised by Bar Council of India
Grade "A" Accredited by NAAC
Recognised under section 2(f) by UGC
An ISO 9001 : 2008 Certified Institution



MESSAGE FROM THE CHAIRMAN



The World today does not comprise of nations and states working and progressing in solitude. With the advent of technology, boundaries have become in effect meaningless, with solidarity becoming a prime agenda for all pioneers and incidents in one part of the globe affecting all. Vivekananda Institute of Professional Studies, Delhi strives to create legal professionals that understand these developments as well as answer the legal dilemma they pose and who can meet the demands of our great nation. We believe in developing holistic skills set in all our students so that they are effectively prepared to take on any practical challenge posed to them. VIPS is now one of India's leading educational institutions guaranteeing excellence in education to students from across India for the past seventeen years.

VIPS was established with the objective of being the global leader of excellence in legal education through a combination of passion and compassion and moulding students into lawyers capable of affecting social, economic and political development by fortifying the legal system. This goal continues and has become extremely pertinent to today's scenario, given the pace at which the law is evolving.

-Dr. S.C.Vats





MESSAGE FROM PRINCIPAL DIRECTOR



Vivekananda Institute of Professional Studies (VIPS) was established in the year 2000 with the sole objective of not only imparting quality education, but also shaping our students into good professionals, besides making them responsible citizens of the country. The management at VIPS has been inspired by the vision of Swami Vivekananda, which lays sufficient emphasis on "man making, character building, and nation building". His philosophy has been followed at this institute over all these years in letter and spirit.

The last academic year can be noted as a "year of excellence" for the institute as it has achieved tremendous advancement in terms of academic development and new initiatives. During the years of institute has been accredited with CGPA of 3.10 on a four point scale at "A" grade by National Assessment and Accreditation Council (NAAC). Also the institute has cooperation of the highly competent and motivating teaching and non-teaching staff that has elevated VIPS to its present stature. It is our endeavour to provide the students with an excellent learning environment, with an opportunity to develop and grow holistically, beyond the barriers of class room through its innovative activities and programmes.

- Prof. (Dr.) Rattan Sharma





MESSAGE FROM THE DEAN



Vivekananda Law School (VLS), VIPS follows Swami Vivekananda's policy of "Man making, Character building, and Nation building". It recognises that India needs to staff its legal services with the goal of making it efficient and fully equipped to deliver in the changing scenario and increased expectations. VLS delves upon its proficiency of the faculty members who have expertise in various areas of national and international law: trade, intellectual property, corporate, family, constitution and civil and criminal procedure to achieve this. The faculty strives to develop the conceptual clarity and insisting upon creation of research aptitude and critical approach amongst students to prepare them for challenges. VLS ensures all round development by organising activities such as moot courts, alternative dispute resolutions mechanisms, research, legal aid, debates. VLS also has collaborations with University of New Hampshire- Franklin Pierce Center, Concord, United States and National Law India University Bangalore to provide exposure to students at international and national levels. Thus, VLS is progressing and marching towards perfection consistently.

- Prof. (Dr.) Rashmi Salpekar





MESSAGES FROM RESOURCE PERSONNEL



Our professional and personal lives run on relationships and the slightest of fractures could ruin the strongest of bonds. Conflicts, whether commercial, civil or community-based, can be resolved, when set in a neutral and confidential environment, where parties in dispute voluntarily determine to employ their best resources to find peace. Mediation is our generation's tool to resolve disputes, therefore as students of law, we must be well-equipped users of the process. The PACT workshop will be fun, informative and empowering. Join us at VIPS with an open mind and discover how you can be part of the change that is revolutionizing the dispute resolution landscape in India.

- Mr. Jonathan Rodrigues



For the institution of mediation to succeed, we need to introspect. We need to identify our tendencies of being wartime generals. Furthermore, we need to also identify our tendencies of being peacetime generals. We need to approach and embrace mediation as peacetime generals.

However, we need to confront and attack the dispute as wartime generals. Even while attacking the dispute, we need to have the will, the wit and the heart to never attack any party to the dispute.

Law students and lawyers are largely trained to appreciate situations from an adversarial point of view. Opening up the minds of law students to negotiation, which lies at the heart of consensual dispute resolution mechanisms like mediation, would make them well-rounded professionals who can appreciate situations from an adversarial point of view, show peacemaking skills and have that all-important component, the ability to communicate complex ideas to clients.

It is quite difficult for lawyers to get by these days with clients, with only adversarial skills. At the end of the day, clients want solutions and not arguments!

The PACT workshop will not just enable us to understand the institution of mediation, but also enable us to introspect and understand ourselves better.

- Mr. Arjun Natarajan

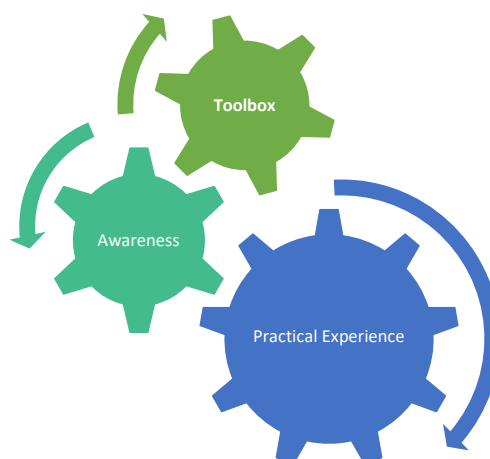


THE MEDIATION TRAINING PROGRAMME

INTRODUCTION

In today's environment, the absence of effective negotiation is often the single largest contributor to disputes and the lack of success. The Mediation TRAINING PROGRAMME focusses on effective communication and negotiation, areas that are valuable for law students in boosting their profiles, especially if their aiming for a career in consensual dispute resolution. The 2 day workshop will cover the following areas:

1. Introduction to Conflict: Nature & Responses
2. Communication Techniques and Tools
3. Real Life Negotiation Roleplay
4. What makes a Negotiation Successful ?
5. Mediation : Scope in India
6. Approach to a Conflict
7. Mediation 101: Basics and Mediator's Role
8. Real Life Mediation Roleplay
9. Role of Lawyers and Mediation Models
10. Mediation Stages Review: Joint Sessions, Tactics when Stuck, Caucus Goals



GOAL

The Mediation TRAINING PROGRAMME is an initiative to empower lawyers and businessmen, especially the young generation, in the concept of consensual dispute resolution (CDR). This program will provide participants with core mediation skills and hands-on experience through a variety of simulations.

OBJECTIVES

1. Provide a toolbox of mediation and negotiation skills, tactics and tools for law students
2. Create a new awareness for how effective communication and negotiation improves outcomes in dispute scenarios
3. Provide a practical experience in applying the skills and tools in through simulations

PROGRAM OUTLINE

The program will enable the participants to understand the legal framework governing mediation, and the role of a counsel as a pro- mediation lawyer. The workshop would be a combination of theory and roleplays. The extensive simulations involving roles as clients, counsel, and mediators, case studies, and a overall feedback will provide the participants with the opportunity to have real-life application and development of their skills in consensual dispute resolution.



Preparation

Get equipped with the best tips and tools for effective preparation and smart negotiation planning



Effective Communication

Active listening, careful framing, smart questioning, efficient summarizing – you will feel the difference



Practice

Prepare, plan, perform and evaluate negotiations with your team in a real world scenario - immediate results guaranteed

CERTIFICATE PROGRAM

The participants will be awarded certificates by the 'Peacekeeping And Conflict Resolution Trust' (PACT) and the Vivekananda Institute of Professional Studies (VIPS) and the same will be endorsed by the PACT representatives and a faculty in-charge from VIPS.

REGISTRATION & ENROLMENT

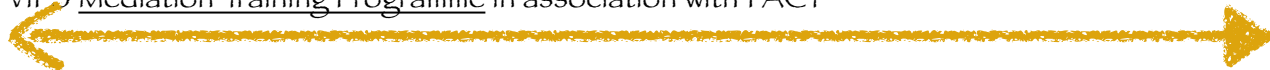
The registration fees for the program is Rs. 900 per person. Interested individuals are required to fill out the registration form for the event and deliver the same along with the registration fees.

1. You are required to provisionally register yourself by **July 25, 2017** by sending a mail at vipsadrcell@gmail.com.
2. Payment can be made through a cheque or demand draft drawn in favour of "Vivekananda Institute of Professional Studies Law School", to be sent via post or by hand at the following correspondence **LATEST BY August 5, 2017**. Please mention your name and institute on the backside of the cheque or demand draft.

The Dean,
VIPS Mediation Training Programme
Vivekananda Law School
Vivekananda Institute Of Professional Studies, Pitampura
New Delhi
Delhi-110034

3. Payment can also be made by Cash (to be paid to the student coordinators for the event) **LATEST BY August 5, 2017**.
4. The hard copy of registration form and Cheque / Demand Draft / Cash must reach the aforementioned address by **August 5, 2017**. The receipt of the hard copies of registration form along with the payment to the aforementioned address shall only confirm the participation in the workshop.
5. An acknowledgement of the receipt of required documents shall be mailed to registrants along with respective Registration number.





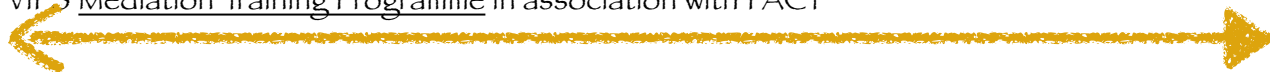
DATES AND SCHEDULE

The Mediation TRAINING PROGRAMME will be a 2 day workshop and will take place on 23 & 24 August 2017.

MODULE	TIME	TOPIC/THEME	METHOD
DAY 1			
Module 1	10:00 - 11:00	Introduction to the Conflict: Nature and Responses <ul style="list-style-type: none"> - What is conflict? - What are the kind of conflict? - Recognizing a conflict to response (and not react) 	Lecture, exercises and discussion
Module 2	11:00 - 12:30	Communication Techniques and Tools <ul style="list-style-type: none"> - Active listening v passive listening - Mediator communication tools - Reflecting, paraphrasing, and questioning 	Lecture, exercises and discussion
LUNCH BREAK			
Module 3	1:30 - 2:30	Real Life Negotiation Roleplay I <ul style="list-style-type: none"> - Group preparation - Negotiation in terms - Discussion of results and techniques - Analysis of changes and suitable solutions - Feedback and debrief 	Lecture, exercises and discussion
COFFEE BREAK			
Module 4	2:45 - 4:00	What Makes a Successful Negotiation? <ul style="list-style-type: none"> - 7 elements of a successful negotiation - Position bargaining v interest based bargaining - Understanding the difference between dispute resolution and conflict resolution - Being a great negotiator 	Lecture, exercises and discussion



MODULE	TIME	TOPIC/THEME	METHOD
Module 5	4:00 - 5:00	Real Life Negotiation Roleplay II <ul style="list-style-type: none"> - Group preparation - Negotiation in terms - Discussion of results and techniques - Analysis of changes and suitable solutions - Feedback and debrief 	Negotiation Exercise
Module 5a	5:00 - 5:30	Mediation: Scope in India <ul style="list-style-type: none"> - Where does Mediation fit in dispute resolution system of India - Questions of the day - takeaways for the day 	Discussion, Interactive Session
DAY 2			
Module 6	9:00 - 9:30	Approach to a Conflict <ul style="list-style-type: none"> - Right or power or interests - Understanding the best approach to a conflict - What makes a dispute system suitable? 	Lecture, exercises and discussion
Module 6a	10:00 - 11:00	Mediation 101: Basics and Mediator's Role <ul style="list-style-type: none"> - Mediation model overview - Chemistry between mediator, client, lawyer - Communication stages in a mediation - How different from a judge or an arbitrator? - Mediator's opening and closing statement - Joint sessions and Private sessions 	Lecture, exercises and discussion
COFFEE BREAK			
Module 7	11:00 - 12:30	Real Life Mediation Roleplay III <ul style="list-style-type: none"> - Group preparation - Mediation in terms - Discussion of results and techniques - Analysis of changes and suitable solutions - Feedback and debrief 	Mediation Exercise
LUNCH BREAK			



MODULE	TIME	TOPIC/THEME	METHOD
Module 8	1:30 - 2:30	Role of Lawyers and Mediation Models <ul style="list-style-type: none"> - Client consultation in pre-litigation stages - Pre and post mediation decisions - Mediation agreements and enforcement - Different mediation models 	Lecture and discussion
		COFFEE BREAK	
Module 9	2:45 - 4:00	Real Life Mediation Roleplay IV <ul style="list-style-type: none"> - Group preparation - Mediation in terms - Discussion of results and techniques - Analysis of changes and suitable solutions - Feedback and debrief 	Mediation Exercise
Module 10	4:00 - 5:30	Mediation Stages Review - Joint Sessions / Tactics When Stuck / Caucus Goals <ul style="list-style-type: none"> - Questions of the day - Takeaways of the day - About the goals of the Peacekeeping And Conflict Resolution Trust 	Lecture and discussion

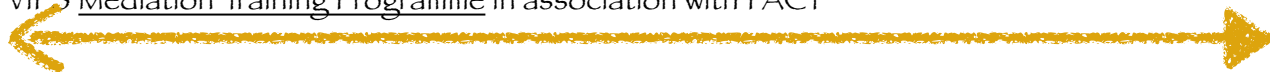
Student Co-ordinators:

1. Nitika Singhal
2. Bhumika Billa
3. Akshay Gupta
4. Kartikay Aggarwal

In case of any query feel free to mail at vipsadrcell@gmail.com

Contact No. : +91-7838228446





ABOUT PACT

The 'Peacekeeping and Conflict Resolution Trust' (PACT) is an organisation formed under the Indian Trusts Act, 1882. As a non-profit organisation, PACT aims to catalyse the development of mediation and consensual dispute resolution across the nation through its initiatives. PACT aims to implement its initiatives for the communities and work towards the propagation and use of mediation by partnering with organisations and institutions in the areas of education and civil society, judicial and quasi-judicial bodies, ministries, and governments. PACT also provides its resources in conflict management and education by offering a wide range of educational and academic programs. It is one of the premium networks of global scholars and professionals dedicated to mediation and conflict resolution.

RESOURCE PERSONS

JONATHAN RODRIGUES is a certified mediator listed with the Indian Institute of Arbitration and Mediation (IIAM), and is currently posted as the World Mediation Organization's (WMO) Continental Advisor for Asia. He is also the development officer for Asia with the SCMA (London) and has been trained as a commercial mediator by the Indian Institute of Corporate Affairs (IICA), under the aegis of the Ministry of Corporate Affairs. He is the Founding President of Lex Infinitum: VMSCS-WMO International Dispute Resolution Competition, which premieres in Goa. He is also the co-founder of the Peacekeeping and Conflict Resolution Trust (PACT). Jonathan is a listed member with the Young Mediators' Initiative (YMI) and the Goa Community Mediation Centre (GCMC). He has trained as a Restorative Facilitator in Bangalore with Real Justice (Australia) and the International Institute of Restorative Practices (IIRP). He worked briefly as a Mediation Associate with the Centre for Advanced Mediation Practice (CAMP), Bangalore. Having graduated in Psychology and Law, Jonathan has travelled to Europe and Asia as a WMO representative for conferences and mediation events. He is also a lifetime member of the South Asian Society of Criminology and Victimology (SASCV).

ARJUN NATARAJAN is an alumnus of V.M. Salgaocar College of Law (Batch of 2009). He is a Delhi-based litigator. His practice area is dispute resolution, and his sector of focus is Communications (Telecommunication and Broadcasting). Arjun is also certified mediator by Indian Institute of Corporate Affairs under the aegis of Ministry of Corporate Affairs, and the Indian Institute of Arbitration and Mediator. He also practices negotiation and mediation, including deal mediation under IIAM Mediator's Code of Professional Conduct. As a Visiting Faculty at Indian Institute of Foreign Trade since 2012, Arjun delivers lectures on international business laws. In February 2016, The West Bengal National University of Juridical Sciences, Kolkata, conferred upon Arjun, 'Pioneering Contributor' Award, for supporting the legal education initiatives by The West Bengal National University of Juridical Sciences, Kolkata, in collaboration with iPleaders.



VIPS MEDIATION TRAINING PROGRAMME

23-24 AUGUST 2017

REGISTRATION FORM

1. NAME OF REGISTRANT: _____
2. EMAIL ID: _____
3. CONTACT NUMBER: _____
4. NAME OF UNIVERSITY / COLLEGE / INSTITUTE: _____
5. ADDRESS OF UNIVERSITY / COLLEGE/INSTITUTE: _____
6. MODE OF PAYMENT (DETAILS IF MADE THROUGH CHEQUE OR DD): _____

SIGNATURE OF THE REGISTRANT