

# CORE DISPUTE RESOLUTION ADVOCACY SKILLS

## FOR LITIGATORS, COUNSELS & TRANSACTIONAL LAWYERS

### ORGANIZED BY



### SUPPORTED BY



**DATE** 22 - 24 OCT 2018  
**TIME** 9:30 am - 5:30 pm  
**VENUE** Shop 2, G/F, Pico Tower, 66 Gloucester Road, Wanchai, Hong Kong  
**CPD** HKMC: 21 points  
MHJMC: 21 point  
IPDRAA: 21 points

A 3-day training course leading to assessment for Accredited Mediation Advocate status of the UK-based Standing Conference of Mediation Advocates (SCMA) and International Professional Dispute Resolution Advocate status of the International Professional Dispute Resolution Advocates Association (IPDRAA).

### Key Learning Objectives

- Promoting mediation advocacy and international dispute resolution advocacy as essential tools in practice development
- Deriving significant income from mediation practice
- Identifying risk and reward in mediation strategy
- Understanding and meeting client needs
- Preparing for mediation – practical tips
- Using the mediator, using the process
- Identifying option generation for client gain
- Understanding when and how to say no

This thought-provoking and rigorous course taught by recognised international leaders in the field will challenge your assumptions as a professional and a lawyer.

Participants who have successfully completed the course and passed the assessment will be qualified to apply for membership of SCMA Accredited Mediation Advocate and admission to IPDRAA as an International Professional Dispute Resolution Advocate.

### Trainers



#### Prof. Dr. Andrew GOODMAN

LL.B., MBA, PhD, FCIArb, FInstCPD, FRSA, Barrister, CEDR Mediator, IMI mediation advocate, trainer and consultant in conflict avoidance and management, and dispute strategy



#### Dr. LAW Wai Hung Francis

Hon. LLD, MBA, MHKMC, SIME, CWPM, IPDRA, Adjunct Senior Lecturer, Mediator, Arbitrator, Advocate, Negotiator, Assessor and Trainer

### Medium

English

### Course Fee

HK\$ 8,500

[The course fee will include assessment, refreshments, luncheons and certificates. It does not include membership subscription or admission fee to SCMA or IPDRAA.]

### Enquiries

#### Mr. Hin LEE

Tel: +852 2866 1800 / 3974 5481  
Fax: +852 2866 1299

Email: [admin@ipdraa.com](mailto:admin@ipdraa.com)  
Website: <https://ipdraa.com>

## About the Trainers



**Prof. Dr. Andrew Goodman** practices at 1 Chancery Lane and is a Master of the Bench of Inner Temple. He has been an arbitrator since 1988, a CEDR mediator since 1993 and travels internationally in that capacity and as a mediation advocate, trainer, advisor and consultant to governments, judiciaries, Bars and companies. He is Convenor of the Standing Conference of Mediation Advocates, Director of the Association of Mediation Assessors, Trainers and Instructors and a member of the Bar ADR Committee, the Independent Standards Commission of the International Mediation Institute and Co-Chair of the IMI Mediation Advocacy Appraisal Sub-Committee. He is currently a visiting mediation and dispute management trainer to the Hong Kong and Nepal Bar Associations and the Judicial Academy of the Nepal Supreme Court, the Nepal International ADR Centre, the Thai International Arbitration Centre, and the Lagos Multi-Door Courthouse. He is an advisor on mediation to the Turkish Court of Cassation and the High Council of Justice in Brussels.

His areas of professional practice extend to commercial, construction, oil and gas, partnership, franchising, professional negligence and farming disputes. He has been recommended as a leading junior in professional indemnity work and mediation in the *Legal 500* for 22 years and for four years was listed in *Chambers Directory* as a leading practitioner in ADR. He is currently Professor of Conflict Management and Dispute Resolution Studies at Rushmore University, a sometime visiting lecturer on the LLM / MA courses in Dispute Resolution at UCL and SOAS, University of London, and a peripatetic lecturer in mediation at 10 other UK universities; he is a visiting lecturer in arbitration and mediation at the Dubai Real Estate Institute, and a sessional lecturer at Mandela Institute, University of the Witwatersrand.

Between 2007-2010 he was Director of Mediation Training for the Royal Institution of Chartered Surveyors and led the CMC approved RICS mediator training courses in the UK and abroad until 2012. He was a guest lecturer on ADR for the Lord Chancellor's Visiting Chinese Lawyers' Fellowship Programme and has trained in mediation and conflict management and contracts management in the UAE, Kuwait, Oman, Nigeria, Turkey, Hong Kong, Malaysia, the Netherlands, Nepal, Thailand, India, Poland, Germany, France and Belgium; he advises governments, judiciaries and NGOs on mediation advocacy in Belgium, Croatia, Nigeria, Ghana, India, Singapore, Thailand, Kurdistan and the People's Republic of China. He speaks widely on the subject both on an in-house and open basis.

Andrew is a senior mediator at the Mainland - Hong Kong Joint Mediation Center; the Nepal International ADR Centre; the Thailand Arbitration Centre.



**Dr. Francis Law** is the President of Hong Kong Mediation Centre (HKMC), Founding Chairman of Mainland - Hong Kong Joint Mediation Center (MHJMC), Founding Chairman of the International Dispute Resolution and Risk Management Institute (IDRRMI), President of the Academy of International Dispute Resolution and Professional Negotiation (AIDRN), Past Chairman of Asian Mediation Association (AMA), Vice-Chairman of Guangdong, Hong Kong and Macau Mediation Alliance (GHMMA). He is a member of the Steering Committee on Mediation and Accreditation Sub-committee.

Francis is an experienced international business consultant and expert of dispute resolution. He has more than 30 years of experience in public administration management, human resources, conflict management and corporate development. He has the expertise in organizational development, competency building, leadership development, performance management and executive coaching.

Francis is the Lead Trainer and the Lead Assessor of the Dispute Resolution profession in Hong Kong, China and other Asia countries. He is the Adjunct Senior Lecturer of the LLM / MA courses of Macau University of Science and Technology and City University of Macau and Heng Seng Management College of Hong Kong. He has trained up thousands of coaches, assessors, trainers and professionals in relation to conflict resolution, negotiation and workplace mediation, including government officials, lawyers, social workers and other professionals in conjunction with Universities in Hong Kong, in the mainland and overseas. He also assists Arbitration and Mediation Institutions in Asia to set up mediation policy, design mediation training and establish the assessment and disciplinary mechanism. With the support from the Department of Justice of Hong Kong and the China Council for the Promotion of International Trade / China Chamber of International Commerce (CCPIT / CCOIC) Mediation Center, he co-founded the Mainland - Hong Kong Joint Mediation Center (MHJMC) which is the first diversified cross-border commercial disputes resolution platform in 2015. In January 2018, the Shenzhen Qianhai Cooperation Zone People's Court, MHJMC and the Shenzhen Court of International Arbitration jointly constructed the Belt & Road International Commercial Court-Connected Mediation Centre of Qianhai. It is the first Mediation-Litigation conversion center aimed at effectively resolving the Belt and Road and international commercial disputes. Since 2016, Francis has been leading delegations to attend the United Nation Commission on International Trade Law Sessions and presented professional comments and contributed to the Mediation Convention.

## Training Modules

- A. Mediation practice in Hong Kong and internationally and its application to you
- B. The SCMA standards and competencies in mediation advocacy
- C. The role of the lawyer / advocate in mediation
  - Understanding the process
  - Understanding outcomes
  - Non-contentious and transactional business
  - Mediator selection
  - Understanding mediators' work
  - Negotiation within mediation
  - Using the mediator to add value
  - Preparing the client
  - Mediation dynamics – keeping control

## Advanced Mediation Advocacy Modules (SCMA approved)

- Representation styles in mediation – models of approach
- Transitioning from competition to collaboration
- Working as a team
- Understanding client needs
- Facilitating the other side
- Controlling and refining the process
- Light-touch mediation

## Extending your competence to International Dispute Resolution

- Risk prevention and corporate governance
- Using the global platform of dispute resolution to resolve commercial disputes
- Enforcement of the settlement agreement
- UNCITRAL Model Law on Mediation and the Mediation Convention

## Certificate

- Certificate of Attendance will be presented to participants with 70% attendance for all sessions.
- Certificate of Completion will be presented to participants with 70% or above attendance for all sessions and a pass grade in the assessment.
- With the Certificate of Completion, participants will be eligible for membership of SCMA and admission as an International Professional Dispute Resolution Advocate of IPDRAA within 1 year upon completion of this course.

## Registration Method

### Please submit

- i) the completed enrolment form via the Google Link below: <https://goo.gl/forms/nR36pyXNMBAu3Pjo2>
- ii) the course fee to 21/F, Success Commercial Building, 245-251 Hennessy Road, Wanchai, Hong Kong in person or by mail or email on or before 8 October 2018.

## Payment Methods

### Cheque (Hong Kong Bank Account Holder)

Cheque should be made payable to "International Professional Dispute Resolution Advocates Association Limited".

### Bank Transfer (Hong Kong Bank Account Holder)

Please transfer your course fee to Bank of Communications (Account No: 382-544-100239105; Account Name: International Professional Dispute Resolution Advocates Association Limited).

Please write your full name, contact number and the course title at the back of your cheque or copy of the bank-in slip and send to IPDRAA by mail or email.

For other payment methods, please contact Mr. Hin Lee at +852 2866 1800 or via email at [admin@ipdraa.com](mailto:admin@ipdraa.com).

## Refunding Arrangement

The result of successful application will be announced by 9 October 2018. No refund will be arranged at all circumstances after 9 October 2018.

## About Standing Conference of Mediation Advocates

The Standing Conference of Mediation Advocates (SCMA) is a multi-disciplinary cross-professional initiative of practitioners established to promote and deliver best practice, standards, competencies and professional excellence in mediation advocacy through individual and corporate training consultancy services and commercial activities. Based in London, with branch offices in Belgium and Nigeria, SCMA comprises approximately 300 members, including professional practices of solicitors, barristers, surveyors, engineers and accountants. It is a Civil Mediation Council registered civil / commercial mediation training provider, an accredited International Mediation Institute (IMI) and Association of Mediation Assessors, Trainers and Instructors (AMATI) training provider, and a Bar Standards Board advocacy CPD provider.

## About International Professional Dispute Resolution Advocates Association

International Professional Dispute Resolution Advocates Association (IPDRAA) is the first international organization established to provide a full range of advocacy services for the parties in arbitration, adjudication, mediation and litigation, and also risk management services. IPDRAA offers tailor-made solutions to help clients encounter challenges in the ever-changing business world. It minimizes clients' exposure to not only legal risks but also operational, compliance, tax, political and sustainability risks.

IPDRAA is comprised of highly regarded experts in the fields of arbitration, mediation and risk management. It appoints business negotiators, risk prevention experts and compliance officers for enterprises to explore market opportunities, enter into collaboration agreements in their best interests, observe compliance requirements and minimize risks.

IPDRAA's dispute resolution advocates seek the best approach, timing and place to resolve disputes and pursues enforcement of the settlement agreement or arbitral award afterwards. By addressing clients' needs and evaluating risks and opportunities associated with different strategies, they help clients make their best decisions.

---

### Terms and Conditions

- A. Places will be allocated on first-come-first-served basis according to payment date.
- B. Registration must be made by returning the completed enrolment form via google link and sending the crossed-cheque or copy of the bank-in slip to 21/F, Success Commercial Building, 245-251 Hennessy Road, Wanchai, Hong Kong **on or before 8 October 2018**. Confirmation will be notified by email upon successful registration **on or before 9 October 2018**. No refund will be arranged at all circumstances after 9 October 2018.
- C. If you do not receive any email confirmation from the Secretariat after 9 October 2018, your name will be on the wait list. Your submitted cheque will be voided subsequently by the Secretariat if you have not been assigned a place in the captioned course. If your application fee was made by bank transfer, a cheque will be issued to you as the refund.
- D. Participants must sign in and sign out. Participants who are late for more than 20 minutes or leave earlier in each session will not be qualified for the completion of HKMC's, MHJMC's and IPDRAA's CPD Points in respective sessions.
- E. If you are not able to attend the captioned course upon receipt of the confirmation email, you are required to inform the Secretariat as soon as you are aware of your unavailability on / before the course date by email. No refund will be made after confirmation.
- F. IPDRAA reserves the right to accept / reject the registration.
- G. If typhoon signal no.8 or above or black rainstorm warning signal is hoisted and not lowered by 2 hours before the lesson starts, the course will be postponed or cancelled. Rescheduled date / time / venue will be announced in due course.
- H. In case of any disputes, IPDRAA reserves the right to make final decisions.
- I. The course is subject to change at any time without liability.