



UNIVERSITÀ
DEGLI STUDI
FIRENZE

DSG
DIPARTIMENTO
DI SCIENZE GIURIDICHE

ADVANCED MEDIATION COURSE

AA 2017/18

Scientific organization: Prof. Paola Lucarelli and Dr. Ettore Maria Lombardi

18-19 June 2018 | 9.00-18.00
D4 Room 0.10 | Novoli – Firenze

EFFECTIVE SKILLS FOR NEGOTIATING AND MEDIATING

18 JUNE 2018

9.00-18.00

Dr. Jur. René Pfromm

Bucerius Law School Hamburg

19 JUNE 2018

9.00-18.00

Prof. Elayne E. Greenberg

St. John's University, New York

- Welcome & Setting the Scene
- Crafting a Strategy
- Simulation I
- Optimising outcomes
- Lunch
- Video wake-up
- Simulation II
- Discussion
- Personal Action Plans & Summary

- Welcome & Introductory Exercise
- The Law's Role in Commercial Mediation
- What Social Science Research Teaches Mediators
- Pre-Mediation I – Pre-Mediation II
- In-person mediation – DVD Clip and Discussion
- Lunch
- In-person mediation
- Post Mediation - Overcoming drafting impasse(s)
- Lessons Learned and Questions

Keynotes and Conclusions

Prof. David A. Hoffman

Harvard Law School

Founding member of Boston Law Collaborative, LLC, Boston



Boston Law
Collaborative, LLC
Law • Mediation/Arbitration • Consulting • Training