

Like to become

an effective Negotiator?

an expert Mediator?

an ADR Practitioner?



# IIAM Training Programs



**INDIAN INSTITUTE OF  
ARBITRATION & MEDIATION**  
institution for dispute resolution & management

The world is becoming smaller, more interdependent market place. Manufacturers and service providers now have clients throughout the world. When disputes arise in international commercial arena, parties are reluctant to litigate in light of numerous jurisdictional, procedural and substantive obstacles. Instead, most parties take their disputes to ADR. Globalization and interdependence, as well as profound international conflict, make the theory and practice of alternative methods to resolve disputes increasingly important. Lawyers and business managers increasingly negotiate across political and cultural boundaries in today's professional environment. Professional advisors interested in international business can ill afford a parochial approach to deal-making and problem-solving in a world where economic globalization leads consumers to demand effective, non-domestic forums for dispute resolution.

The various IIAM training programs are designed to suite the needs and convenience of participants. It permits them to participate in a new and exciting dimension of law practice giving a central role in the process of private adjudication and justice.



## Mediation Training Program

(Code – ITP05)

(5 days: 40 hours)

The training program combines the theory of ADR through highly interactive, skill-based courses in negotiation and mediation. The program will enhance the understanding and ability to negotiate and resolve conflicts, as well as provide a solid foundation in ADR processes and to serve as ADR practitioners and neutrals. The training will cover the basic foundations for effective deal-making negotiations, understanding the bargaining style, setting goals in negotiation, nurturing relationships critical to negotiation success, and maximizing leverage to conclude a deal. Training includes practical role plays in all aspects of negotiation. The training will also explore underlying negotiation orientations and strategies and how they are confronted and employed by mediators. Through discussion, simulations, exercises and role-plays, it will focus on the structure and goals of the mediation process and the skills and techniques mediators use to aid parties in overcoming barriers to dispute resolution. The training also gives emphasis on the code and ethical standards of mediation.

As per IIAM Mediator Accreditation System, a candidate having successfully completed Mediation Training Program is categorised as Grade B Mediator.

Fee: Rs. 15,000/- (Per head for a minimum of 10 participants)

Rs. 20,000/- (Per head for a minimum of 5 participants)

For more than 15 participants, contact IIAM Director [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com) for special corporate rate.

## Basic Mediation Training Program

(Code – ITP06)  
(2 days: 15 hours)

The Basic Mediation Training program will explore underlying negotiation orientations and strategies and how they are confronted and employed by mediators. Through discussion, simulations, exercises and role-plays, it will focus on the structure and goals of the mediation process and the skills and techniques mediators use to aid parties in overcoming barriers to dispute resolution. The training also gives emphasis on the code and ethical standards of mediation.

As per IIAM Mediator Accreditation System, a candidate having successfully completed Basic Mediation Training Program is categorised as Grade C Mediator.

Fee: Rs. 10,000/- (Per head for a minimum of 5 participants).  
For more than 10 participants, contact IIAM Director [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com) for special corporate rate.

## Negotiation Training Program

(Code – ITP07)  
(2 days: 15 hours)

Training program concentrate on the study of conventional types of negotiation and the alternatives for principled negotiation and its stages and method. The training will cover the basic foundations for effective deal-making negotiations, understanding the bargaining style, setting goals in negotiation, nurturing relationships critical to negotiation success, and maximizing leverage to conclude a deal. Training includes practical role plays in all aspects of negotiation.

Fee: Rs. 10,000/- (Per head for a minimum of 5 participants).  
For more than 10 participants, contact IIAM Director [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com) for special corporate rate.

## Arbitration Training Program

(Code – ITP08)  
(2 days: 15 hours)

Training program offers the participants to know the underlying theory of arbitration law and practice, with emphasis on drafting of arbitration clauses and agreements, awards, procedure of arbitration, foreign awards, important case laws, ethical issues, comparison with international laws, venue and institutional arbitration methods.

Fee: Rs. 10,000/- (Per head for a minimum of 5 participants).  
For more than 10 participants, contact IIAM Director [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com) for special corporate rate.



## Customised Training Programs

(Code – ITP09)

To cater the requirements of various segments of people, IIAM conducts training programs to suite their convenience and need. The tailor-made training programs on negotiation, mediation or arbitration can be designed to suite the requirement of the industry or institution. The duration (hours or days), contents etc. can be finalized on requirement. The costing of the program can also be finalized based on the number of participants, contents and duration of the program. It gives complete flexibility for the industry or institution to design the program based on their requirement.

For designing the program, contact IIAM Director [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com).

For details of other training & academic programs of IIAM, viz., IIAM International Training and Academic programs on Negotiation, Mediation and Arbitration, Certificate programs in association with Kochi international Business School (KiBS) and Community Mediator Orientation program, see IIAM website - [www.arbitrationindia.org](http://www.arbitrationindia.org) or contact IIAM Director or IIAM Training at [dir@arbitrationindia.com](mailto:dir@arbitrationindia.com) or [training@arbitrationindia.com](mailto:training@arbitrationindia.com)



ALTERNATIVE  
DISPUTE  
RESOLUTION



IIAM is the only institution in India approved by the International Mediation Institute (IMI), The Hague, as a “Qualifying Assessment Programme” (QAP) for IMI Certification. This is based on programs whose mediator training and assessment assertedly provides assurance of mediation experience and expertise worthy of IMI certification. Accredited Grade B Mediators of IIAM are eligible for IMI Certification.

The International Mediation Institute (IMI) has launched its global mediator competency certification scheme. This is an online scheme for enabling businesses and their advisers to find the world’s most competent mediators (including IIAM Mediators) by using an advanced search engine on the IMI web portal – [www.imimmediation.org](http://www.imimmediation.org).

IMI Certification entitles Mediators to upload their Profile onto the IMI web portal and therefore to be recognized and included among the world’s most competent mediators and be searchable by a vast number of users worldwide. This will give Mediators endorsed by IIAM a much greater opportunity to be appointed as mediator in international disputes.

**For more details:**

**Mail to:**  
Nearest IIAM Centre

**or Email:**  
[training@arbitrationindia.com](mailto:training@arbitrationindia.com)

**or log on to:**  
[www.arbitrationindia.org](http://www.arbitrationindia.org)