

Like to become

an effective **Negotiator**
a skilled **Mediator**
an expert **Arbitrator**
a successful **ADR Practitioner**



IIAM TRAINING PROGRAMS



INDIAN INSTITUTE OF
ARBITRATION & MEDIATION

www.arbitrationindia.com



Globalization and interdependence, as well as profound international conflict, make the theory and practice of alternative methods to resolve disputes increasingly important. Alternative Dispute Resolution (ADR) is no longer an alternative process; it has become one of the premier methods of resolving disputes, whether they arise in trade or commerce, business or family. Effective conflict resolution skills help consultants and professionals to prevent destructive conflicts and assist clients in managing and resolving disputes. ADR is becoming popular as a global profession, where the jurisdiction to practice is beyond boundaries. It is now manifestly clear to both practitioners and legal educators that a comprehensive professional exposure to ADR is necessary to engage in cutting edge and high-quality law practice.

The IIAM Training programs offer the opportunity to learn what is necessary to become an effective negotiator, a skilful mediator, a talented mediation adviser/advocate, an efficient arbitrator or an effective arbitration lawyer/consultant. The various programs offered by IIAM help you to participate in a new and exciting dimension of law practice giving a central role in the process of private adjudication and justice and establish a profession as Mediator, Arbitrator or ADR Practitioner! IIAM Training programs also allow you to accredit and empanel yourself in different countries!

To cater the requirements of various segments of people, IIAM conducts various courses, to suite your convenience and need.

For more details on IIAM Training Programs:
training@arbitrationindia.com
<https://www.arbitrationindia.com/training.html>



Mediation is not only about conflict and resolution; it is about maintaining relationship and adding value. It has become one of the premier methods of resolving disputes in the commercial and business world. The importance has become even more pertinent after the Singapore Convention, 2019.

The Professional Mediator Training Program (PMTTP), combines the art and science of mediation through highly interactive, skill-based courses in negotiation and mediation. The training explores underlying negotiation orientations and strategies and how they are confronted and employed by mediators. The program focuses on the structure, process, technique and goals of mediation process and the skills mediators use to aid parties in overcoming barriers to dispute resolution.

As per IIAM Accreditation System, a candidate having successfully completed the program is categorised as a Commercial Mediator and will be eligible for empanelment as IIAM Mediator for domestic disputes and enable accreditation under the APCAM (Asia Pacific Centre for Arbitration & Mediation) Accreditation norms, for international disputes.

For further details, fees and application form, see:
<https://www.arbitrationindia.com/mtp.html>



For details about upcoming program, see:
<https://www.arbitrationindia.com/calendar.html>



For Testimonials of participants, see:
https://www.arbitrationindia.com/testimonials_mtp.html



PROFESSIONAL CERTIFICATE IN COMMERCIAL ARBITRATION

Arbitration is one of the most commonly used dispute resolution method for commercial disputes, which is demonstrated by its increasing use by the business community. The efficiency of arbitration is dependent on the expertise and experience of the arbitrator.

The Professional Certificate in Commercial Arbitration (PCCA) offers the participants the theory of arbitration law and practice, with emphasis on procedure of arbitration, drafting of arbitration agreements, framing of issues and making of awards. It also looks at the art of making dispute resolution clauses appropriate to the parties' business needs and dispute resolution desires. The program provides a solid foundation for participants to become an Arbitrator and expertise to represent in Commercial Arbitration as an Arbitration Consultant.

After successful completion, the participant will be eligible for empanelment as an IIAM Arbitrator, subject to the IIAM QAP and norms of enlistment. The program also enable the participant for accreditation under the APCAM (Asia Pacific Centre for Arbitration & Mediation) Accreditation norms.

For further details, fees and application form, see:
<https://www.arbitrationindia.com/pcca.html>



For details about upcoming program, see:
<https://www.arbitrationindia.com/calendar.html>



For Testimonials of participants, see:
https://www.arbitrationindia.com/testimonials_pcca.html



Mediation has developed into a mainstream dispute resolution process for commercial disputes. It has grown beyond the skills of the mediators alone and lawyers play an active and useful role during mediation. Mediation is most successful when the parties' advocates are knowledgeable and skilled in the principles of the mediation process and negotiation theories. Mediation Advocacy is becoming popular and a comprehensive professional exposure to mediation advocacy is considered necessary to engage in a specialized and high quality corporate law practice.

The Mediation Advocacy Program at IIAM offers the opportunity to learn what is necessary to become a skilled mediation adviser/advocate. The course provides participants with the opportunity to practice this structured dispute resolution process through a series of interactive presentations, role play simulations, real life case studies and discussion groups. The training merges courses in negotiation and mediation and covers the role of the lawyer in pre-mediation, mediation and post-mediation processes and professional and technical skills required for advising and representing clients in mediation and related dispute resolution processes.

For further details, fees and application form, see:
<https://www.arbitrationindia.com/cma.html>



For details about upcoming program, see:
<https://www.arbitrationindia.com/calendar.html>



For Testimonials of participants, see:
https://www.arbitrationindia.com/testimonials_cma.html



CERTIFICATE IN INTERNATIONAL BUSINESS NEGOTIATION

The strategic negotiation framework enables participants to take total control of their negotiation environment no matter how complex the situation.

The Certificate in International Business Negotiation (CIBN) will help participants to integrate into your work techniques for creating value in negotiation, learning how to use differences and disagreements to your advantage, understanding how to negotiate what you need without sacrificing the relationship, recognizing and responding constructively to difficult negotiation tactics. It will focus on the dynamics of power in negotiation and how it impacts deals or settlements. The program takes participants far beyond standard negotiation models, with refreshing discovery, style and content which will change the outlook and behaviour of human interaction.

The program covers the basic foundations for effective negotiation, understanding bargaining style, setting goals, finding deal space, identifying shadow negotiation, nurturing relationships critical to negotiation success and maximizing leverage to conclude a deal. Through discussion and role-plays, it will focus on the skills, strategies and goals of negotiation.

For further details, fees and application form, see:
<https://www.arbitrationindia.com/cibn.html>



For details about upcoming program, see:
<https://www.arbitrationindia.com/calendar.html>



For Testimonials of participants, see:
https://www.arbitrationindia.com/testimonials_cibn.html



Certificate in Dispute Management (CDM) is a distance learning course valid for six months from the date of enrolment. Distance-Ed programs offer the facility to study in a flexible way. You can enrol at any time of year and study entirely at your own pace, submitting your assignments when you are ready.

The course will provide a good basic knowledge of ADR. The course is in 2 modules. Module-1 is on “Basics on Negotiation & Mediation”, which cover the conventional types of negotiation and the alternatives of principled negotiation and its stages, method and styles and preparing to effective negotiation. It also covers mediation based on evaluative and facilitative methods. Module 2 is on “Dispute Management ADR Methods”, which deals with the study of mediation and conciliation and the methods of mediation. It also covers arbitration and an analysis of the various laws and rules.

As per IIAM Accreditation System, a candidate with CDM is categorised as Community Mediator.

For further details, fees and application form, see:
<https://www.arbitrationindia.com/cdm.html>



For details about upcoming program, see:
<https://www.arbitrationindia.com/calendar.html>



For Testimonials of participants, see:
https://www.arbitrationindia.com/testimonials_cdm.html



IIAM Academy is an online learning platform of IIAM, available under the Peacegate App. It offers you to know more about the various techniques, procedures, methods and other intricacies of ADR methods, to learn from high quality content, in written, audio and video formats.

Courses through IIAM Academy allow the opportunity to take a class by the world's leading experts. It can significantly cut the cost of your learning - apart from the low cost of the program, since you learn online and from the comfort of your own home there are no other incidental expenses. With IIAM Academy you can progress at your own pace, complete courses regardless of external conditions or those unexpected life incidents. Courses through IIAM Academy not only help you to increase your knowledge in a particular subject, but also help you to undergo the course with absolute confidentiality.

With IIAM Academy, you can hone your skills as a Mediator, Arbitrator or ADR Professional and be confident that your skills will be accurate, complete, and up to date.

For further details and programs under IIAM Academy, see:
<https://www.arbitrationindia.com/academy.html>

