



PROFESSIONAL  
**MEDIATOR**  
TRAINING PROGRAM



INDIAN INSTITUTE OF  
ARBITRATION & MEDIATION

[www.arbitrationindia.com](http://www.arbitrationindia.com)

# Mediation

Mediation is no longer an alternative process. It has now become a premier method of resolving disputes, whether they arise in commerce, business or family. It is now manifestly clear that a comprehensive professional exposure to mediation is necessary to engage in cutting edge and high-quality law practice.

Mediation is not only about conflict and resolution; it is about maintaining relationship and adding value. Effective conflict resolution skills help consultants to prevent destructive conflicts and assist clients in managing and resolving disputes. In effect, dispute is treated as an opportunity to bring about a change in the existing status of the disputing parties, to make it better than they had before the dispute! This is possible with the skills of an excellent mediator.

Have you ever thought about entering the field of Professional Mediation? Or to expand your professional practice globally? You may be a lawyer, retired judicial officer, engineer, company secretary, chartered accountant, clinical psychologist etc. You may also be a retired teacher, banker or a housewife. You can start a new profession as a Mediator and start your professional practice from the comfort of your office or home.

The importance of private mediation in international business dispute resolution has become even more pertinent after the United Nations brought out the "United Nations Convention on International Settlement Agreements Resulting from Mediation" ( Singapore Convention ), which was adopted on 20 December 2018 and in which India is a signatory. As per this, mediated settlement agreements becomes enforceable like an arbitral award. The Convention does not apply to court-annexed mediations, making the importance of private mediations in cross-border disputes highly recommended and the role of a Mediator as an Accredited Professional highly important.





## Professional Mediator Training Program

[Code: ITP05] [55 hours]

The IIAM Professional Mediator Training Program is an APCAM Certified Program. Experienced and highly knowledgeable trainers introduce you to the art and science of negotiation and mediation and provide 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 discussions, making them effective negotiators and skilled mediators. The program will augment the understanding and ability to negotiate and resolve conflicts, as well as provide a solid foundation in the processes, required of a negotiator and mediator.

### *More flexibility, more options!*

The entire APCAM Certified PMTP is conducted for 55 hours (Offline 7 days | Online 8 days). This unique program now offers you the flexibility of undertaking the training in 2 different options, so as to fit it around your requirement and convenience. Under Option 1, the participant can opt for a 2-stage route and under Option 2, the participant can undertake the entire 55 hours in one go.



#### **Option 1 – Stage 1:**

This will be a 40 hours program (Offline 5 days | Online 6 days).

Program covers the basic foundations for effective negotiation, understanding the bargaining style, setting goals and nurturing relationships critical to negotiation success. It explores underlying negotiation orientations and strategies and how they are confronted and employed by mediators. It focuses on the structure, process, technique and goals of mediation and the skills and preparation mediators use to aid parties in overcoming barriers to dispute resolution. It highlights the code and ethical standards of mediators. It also gives an overview on the structured process of online mediation and how to conduct mediation through the Peacegate App, structuring the entire process of mediation, including drafting of mediated settlement agreement (MSA).



### Option 1 – Stage 2:

This will be a 15 hours program (Offline 2 days | Online 2 days).

A participant who has successfully completed Stage 1, can apply for Stage 2. This program will cover the scope of international mediation, drafting international mediated settlement agreement and the rules applied for international mediation. It will also emphasise the cross cultural aspects in cross-border disputes and the accreditation systems under APCAM for international recognition.



### Option 2:

The participant can undertake the entire 55 hours (Offline 7 days | Online 8 days) in one go.

This will be a combined Stage 1 and Stage 2 of Option 1.

## Benefits

- ★ On completion of Option 1 Stage 1, the participant will be eligible for empanelment with IIAM and Peacegate, as IIAM Commercial Mediator, as per IIAM Accreditation system and norms of enlistment. On gaining experience, you can upgrade yourself through IIAM Accreditation system ( [www.arbitrationindia.com/pdf/iiam\\_qap.pdf](http://www.arbitrationindia.com/pdf/iiam_qap.pdf) ). By empanelling as an online mediator, you enlarge your jurisdiction throughout India.
- ★ The participant can also opt to start professional mediation practice through IIAM Affiliation. The participant can start Affiliated Mediation Centre (AMC) or Approved Mediation Access Point (AMAP) and such centre will be integrated in the Peacegate App for availing mediation service by users. Entire Administrative backup service will be given by IIAM by providing virtual office, assisting and guiding you on mediation process through the Peacegate App ( [www.peacegate.in](http://www.peacegate.in) ). By becoming affiliated with IIAM, the uniform IIAM mediation quality, standard and competency will apply giving credibility to your mediation practice.
- ★ On completion of Option 1 Stage 2, or Option 2, apart from the above, the participant will also be qualified to apply for accreditation under the APCAM ( Asia Pacific Centre for Arbitration & Mediation ) Accreditation norms ( [www.arbitrationindia.com/pdf/apcam\\_medqap.pdf](http://www.arbitrationindia.com/pdf/apcam_medqap.pdf) ), which would empanel the participant as a mediator in the roster of all the APCAM centres ( [www.apcam.asia](http://www.apcam.asia) ). The opportunity of expanding the horizon of mediation practice for international disputes in global platform, is enhanced by APCAM Accreditation, as only APCAM Certified mediators are entitled to mediate in cross border disputes in all APCAM centres available in appx. 10 different countries in the Asia-Pacific.

## Eligibility

Any professional, like lawyer, engineer, company secretary, chartered accountant, clinical psychologist etc. or a retired judicial officer, retired teacher, banker, graduate or homemaker or person who has undergone graduate-level education are eligible for enrolment in this program.

## Evaluation & Certification

You will undergo certain roleplays and assignments during the course of the program. They are designed to help you to understand the practical skills of mediation and to write effective settlement agreements (both domestic and international). Your attendance and interaction during the program and roleplays will be assessed, along with the assignments. On successfully completing the program, you will be awarded the certificate, along with the course transcript.

## Fee



### Option 1 (Stage 1)

INR 50,000.00 (Indian participants) | US\$ 825.00 (NRI & SAARC Region participants) | US\$ 925.00 (Foreign participants) + 18% GST



### Option 1 (Stage 2)

INR 22,500.00 (Indian participants) | US\$ 370.00 (NRI & SAARC Region participants) | US\$ 415.00 (Foreign participants) + 18% GST



### Option 2

INR 65,000.00 (Indian participants) | US\$ 1070.00 (NRI & SAARC Region participants) | US\$ 1200.00 (Foreign participants) + 18% GST

## Application

Applicants are required to submit the completed application form, tuition fee and all required documents. No final decision about an application will be made until this documentation has been received and inspected to IIAM's satisfaction.



For further details, see: [www.arbitrationindia.com/mtp.html](http://www.arbitrationindia.com/mtp.html) or mail to [training@arbitrationindia.com](mailto:training@arbitrationindia.com)

For testimonials of earlier participants, see: [www.arbitrationindia.com/testimonials\\_mtp.html](http://www.arbitrationindia.com/testimonials_mtp.html)

For upcoming program schedules, see: [www.arbitrationindia.com/calendar.html](http://www.arbitrationindia.com/calendar.html)