

## INDIAN SYMPOSIUM ON DISPUTE RESOLUTION - ITINERARY

Session	Time	Topics/ Themes	Method
1.1	9:15 a.m. – 10:45 a.m.	<p><b>Introduction to the Conflict : Nature and Responses</b></p> <ul style="list-style-type: none"> <li>- What is conflict?</li> <li>- What are the kinds of conflict?</li> <li>- Recognizing a conflict to respond to it (and not react)</li> </ul> <p><b>Different ways of approaching Conflict</b></p> <ul style="list-style-type: none"> <li>- Rights or Powers or Interests</li> <li>- Understanding the best approach to a conflict</li> <li>- What makes dispute system suitable?</li> <li>- Difference between Litigation, ADR &amp; CDR</li> </ul>	Learning with exercises and discussion by <b>Tom &amp; Jonathan</b>
1.2	10:45 a.m.– 11:15 a.m.	<b>TEA BREAK</b>	
1.3	11:15 a.m. – 12:15 p.m.	<p><b>Communication Techniques and Tools in Negotiation</b></p> <ul style="list-style-type: none"> <li>- Active listening v. passive listening</li> <li>- Communication tools in negotiation</li> <li>- Reflecting, paraphrasing, and questioning</li> <li>- Importance of verbal / non-verbal communication</li> </ul>	Learning with exercises, and discussion by <b>Catherine</b>
1.4	12:15 p.m. – 1:15 p.m.	<p><b>Negotiation 101</b></p> <ul style="list-style-type: none"> <li>- How does interest-based negotiation stand out from position-based bargaining</li> <li>- Key elements of a successful negotiation</li> <li>- Cross-cultural/ gender/ generational contexts in negotiation language</li> </ul>	Learning with exercises and discussion by <b>Pascal</b>
1.5	01:30 p.m. – 02:00 p.m.	<b>LUNCH BREAK</b>	
<b>CONFERENCE / LAW EXPLORATION</b>			
1.6	02:00 p.m. – 03:00 p.m.	<b>Inaugural of Indian Symposium on Consensual Dispute Resolution</b>	

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1.7	03:00 p.m. – 05:00 p.m.	<p><b>SESSION 1 - Does prevalent Indian law distinguish between mediation and conciliation?</b></p> <ul style="list-style-type: none"> <li>- Analysis of statutory law (Section 30 of 1996 Act, Section 89 of CPC and Order X Rules 1A, 1B and 1C of CPC)</li> <li>- Analysis of judgments ( Salem (II) and Afcons)</li> </ul>	A panel discussion facilitated by the Moderator
1.8	05:00 p.m. – 05:30 p.m.	Concluding remarks and summary of the distinction between mediation and conciliation, as per prevalent Indian law. Very brief insight into DAY 2 CONFERENCE	By the Moderator
<b>DAY TWO</b>			
2.1	10:15 a.m. – 11:15 a.m.	<p><b>Dealing with Difficult Negotiators</b></p> <ul style="list-style-type: none"> <li>- Identifying manipulative, stalling and coercive tactics and tackling them efficiently.</li> <li>- How to get stubborn negotiators to look beyond their positions</li> <li>- Engaging appropriately with bullies and over-friendly negotiators</li> </ul>	Learning with exercises and discussion by <b>Pascal</b>
2.2	11:15 am – 12:15 am	<p><b>Preparing for a Negotiation Session</b></p> <ul style="list-style-type: none"> <li>- What goes into creating a negotiation strategy</li> <li>- Identifying BATNA/ WATNA</li> <li>- How much research is considered healthy?</li> <li>- Importance of having multiple options to drive the negotiation to resolution</li> </ul>	Learning with exercises and discussion by <b>Tom</b>
2.3	12:15a.m. – 12:45 am	<b>TEA BREAK</b>	
2.4	12:45 a.m. – 02:15 p.m.	<p><b>Mediation 101: The basics and the process</b></p> <ul style="list-style-type: none"> <li>- Expectations of a mediator as an anchor to a facilitated negotiation process</li> <li>- Skills &amp; techniques needed to guide the process</li> <li>- The process in general – element of flexibility</li> <li>- Significance of Caucus – Signs of</li> </ul>	Exercise & interactive session by <b>Catherine &amp; Jonathan</b>

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2.5	02:15 pm – 02:45 pm	<b>LUNCH BREAK</b>	
2.6	02:45 p.m. – 04:00 p.m.	<p style="text-align: center;"><b>Real Life Role play II</b></p> <ul style="list-style-type: none"> <li>- Negotiation in teams</li> <li>- Discussion of results and techniques</li> <li>- Analysis of challenges and suitable solutions</li> <li>- Feedback &amp; debrief</li> </ul>	Practical Simulation
<b>CONFERENCE / LAW EXPLORATION</b>			
2.7	04:05 p.m. – 04:20 p.m.	Show video snippets, of concluding remarks and summary of the distinction between mediation and conciliation, as per prevalent Indian law and very brief insight into DAY 2	By the Moderator
2.8	04:20 p.m. – 05:20 p.m.	<p style="text-align: center;"><b>SESSION 1 – Private Mediation</b></p> <ul style="list-style-type: none"> <li>- What is private mediation</li> <li>- Scope of private mediation in India</li> <li>- Functioning of private mediation</li> </ul>	A Panel discussion- facilitated by a Moderator
2.9	05:20 p.m. – 06:20 p.m.	<p style="text-align: center;"><b>SESSION 2 - Court-annexed mediation</b></p> <ul style="list-style-type: none"> <li>- Functioning of court-annexed mediation as envisaged by prevalent Indian law</li> <li>- Functioning of court-annexed mediation</li> </ul> <p style="text-align: center;">India's stand before UNCITRAL vis-a-vis mediation</p>	A panel discussion facilitated by the Moderator
2.10	06:20 p.m. – 06:35 p.m.	Concluding remarks and summary of the proceedings. Very brief insight into DAY 3 – CONFERENCE	By the Moderator
<b>DAY THREE</b>			
3.1	9:15 am - 10:15 am	<p style="text-align: center;"><b>Role of Lawyers in Mediation</b></p> <ul style="list-style-type: none"> <li>- Client consultation in pre-litigation</li> </ul>	Exercise & interactive

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		stages - Pre and post-mediation decisions - Mediation agreements and enforcement - Different mediation models	session by <b>Jonathan</b>
3.2	10:15 am – 11:15 am	<b>Mediator's Role in Facilitating Conversation</b> - Creating and maintaining an atmosphere of trust and control by setting guidelines - Making a strong opening statement - Importance of having an AGENDA - Chemistry between mediator, client, lawyer	Exercise & interactive session by <b>Tom</b>
3.3	11:15–11:45	<b>TEA BREAK</b>	
3.4	11:45 p.m. – 01:15 p.m.	<b>Real Life Role play III</b> - Discussion of results and techniques - Analysis of challenges and suitable solutions - Feedback & debrief - FINAL DEBRIEF, EVALUATION, Q & A	Practical Simulation
3.5	01:15 p.m.– 01:45 p.m.	<b>LUNCH BREAK</b>	
3.6	01:50 p.m. – 02:50 p.m.	<b>How to take away the best from a CDR session</b> - Keys to a win-win conclusion - Importance of concluding positively - Why Info gathering is an important stage before Option Generation - How to manage the exchange of ideas and options – accepting, rejecting and proposing alternatives	Exercises & interactive session by <b>Catherine and Pascal</b>
<b>CONFERENCE / LAW EXPLORATION</b>			
3.7	3:00 p.m.– 3:15 p.m.	Show video snippets of concluding remarks and summary of the proceedings and very brief insight into DAY 3 – CONFERENCE	By the Moderator

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3.8	03:15 p.m. – 05:00 p.m.	<b>SESSION 1 - Changing mindsets for a better future</b>  - What is holding back mediation in India? - What needs to be done to create a legal environment which is conducive to mediation in India?	A panel discussion, with minimal Moderator intervention
3.9	05:00 p.m. – 05:30 p.m.	<b>VALIDICTORY CEREMONY</b>	The PACT and Organizing Committee
3.10	05:30 p.m. – 06:00 p.m.	<b>HIGH TEA</b>	