

## Conferences, Presentations and Invited Lectures



*My business is about making, sustaining or ending deals and my passion is to teach others how to do that as well. I support companies in the life cycle of their deals: implementing and designing dispute resolution systems; making a deal as a deal facilitator or deal maker; saving, sustaining or commercially ending a deal as a mediator.*

*Manon Schonewille*

### 2019

- VMN/VON bijeenkomst 'Geschillen in de ondernemingsrecht praktijk: voorkomen is beter dan genezen', Hoe kun je tot afspraken komen op een wijze dat de kans op een toekomstig conflict over deze afspraken rond zakelijke overeenkomsten geminimaliseerd wordt? De Big Five van preventive. **Utrecht**, 12 maart.
- Mediator assessment systems for a delegation of several representatives of eastern European countries for the Netherlands Business Academy, NLBA.
- Several facilitations for Accordence 'Just negotiate' and 'Impacting and Influencing'. **Londen UK**.
- 'Guest lecture 'Cross border b2b mediation advocacy'. Groningen University, RUG, faculty of law. Groningen, **Netherlands**, December 12.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany**. IHK (chamber of Commerce), March 14 and October 10.
- 'Mediation im (inter)kulturellen Kontext'. March 21. Intensiv Studium Wirtschaftsmediation, EBS, European Business School. PFI Private Finance Institute / EBS Finanzakademie. **Wiesbaden, Germany**, March 15.

### 2018

- Hosting of the **Belarus delegation** for an exchange about legal mediation on November 1 in **Rotterdam**.
- VAN, Vereniging Arbeidsmediators, **Amersfoort** 22 november. Presentatie belangrijkste uitkomsten onderzoek naar zakelijke mediation onder advocaten, bedrijven en rechters, geïnitieerd door de ZAM en het ADR Centrum voor het bedrijfsleven (ACB). Onderzocht is waaraan behoefte bestaat, waar kansen liggen en wat belemmeringen zijn, als het gaat om zakelijke mediation, arbeidsmediation inbegrepen.
- Several facilitations for **Vlerick Business School** (negotiation) in **Belgium and Portugal**.

- Several facilitations for Accordence 'Just negotiate' and 'Impacting and Influencing'. **Londen UK.**
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany.** IHK (chamber of Commerce), March 10 and October 18.
- 'Mediation im (inter)kulturellen Kontext'. March 21. Intensiv Studium Wirtschaftsmediation, EBS, European Business School. PFI Private Finance Institute / EBS Finanzakademie. **Wiesbaden, Germany,** March 15.
- 'Guest lecture 'Cross border b2b mediation advocacy'. Groningen University, RUG, faculty of law. Groningen, **Netherlands**, December.

## 2017



**GLOBAL POUND  
CONFERENCE SERIES  
AMSTERDAM 2017**

**SHAPING THE FUTURE OF DISPUTE RESOLUTION  
& IMPROVING ACCESS TO JUSTICE**  
**JUNE 1, 2017**

- Global Pound Conference (GPC) **Amsterdam**, 1 juni. **Op weg naar de geschilbeslechting van de toekomst.** Het bedrijfsleven zet mediation en andere vormen van geschilbeslechting nog lang niet in volle potentie in. Waar ligt dat aan? Aan de gebruikers, die nog niet goed weten hoe ze mediation moeten inzetten of er geen interesse in hebben? Aan de externe juristen die zaken liever juridisch oplossen? Of aan de aanbieders die niet goed bij de vraag aansluiten? In 2014 bleek uit een onderzoek bij de deelnemers aan de eerste GPC in Londen, dat vraag en aanbod op het gebied van zakelijke geschillenbeslechting onvoldoende op elkaar aansluiten. Er was verder onderzoek nodig. De GPC was niet alleen een congres, maar ook onderdeel van een wereldwijd onderzoek, bedoeld om in de toekomst het aanbod van zakelijke geschilbeslechting beter af te stemmen op de behoeften van de gebruikers
- Several facilitations for Accordence 'Just negotiate' and 'Impacting and Influencing'. Among others in Switzerland, Netherlands, Ireland and UK.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany.** IHK (chamber of Commerce), March 16 and October 14 - 15.
- 'Mediation im (inter)kulturellen Kontext'. March 21. Intensiv Studium Wirtschaftsmediation, EBS, European Business School. PFI Private Finance Institute / EBS Finanzakademie. **Wiesbaden, Germany,** March 23.
- 'Guest lecture 'Cross border b2b mediation advocacy'. Groningen University, RUG, faculty of law. **Groningen, Netherlands**, May 12 and October 5.

## 2016

- 'Mediation in the EU: 28 countries divided by a common word'. Ankara Bar Association International Law Congress. **Ankara, Turkey**, January 15.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany.** IHK (chamber of Commerce), March 10 and October 14 - 15.
- 'Mediation im (inter)kulturellen Kontext'. March 21. Intensiv Studium Wirtschaftsmediation, EBS, European Business School. PFI Private Finance Institute / EBS Finanzakademie. **Wiesbaden, Germany,** March 15.
- Guest lecture 'Cross border b2b mediation'. Groningen University, RUG, faculty of law. **Groningen, Netherlands**, May 12 and October 5.
- Several facilitations for Accordence 'Just negotiate' and 'Impacting and Influencing'. Among others in **Switzerland, Netherlands, Ireland and UK.**

## 2015

- 'Mediation im (inter)kulturellen Kontext'. March 21. Intensiv Studium Wirtschaftsmediation, EBS, European Business School. PFI Private Finance Institute / EBS Finanzakademie. **Wiesbaden, Germany**, March 21.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany**. IHK (chamber of Commerce), March 12 and October 15.
- TeamFix. How to resolve issues within your team by communicating in effective and resolute ways, fixing problems and finding solutions before reaching the point of mediation. Interactive breakfast meeting. **Spaces Vijzelstraat, Amsterdam, The Netherlands**. February 19.



## 2014

- Law at Web 'Update Legal Mediation. Mediation Advocacy, hoe haalt u het beste uit een mediation voor uw cliënt?' Webinar for *BjU law at Web* in **The Hague, The Netherlands**, 15 December 2014.
- SHELL update Legal Business. Workshop for *SHELL international* in **The Hague, The Netherlands**, 20 November 2014.
- Key note speech on the variegated landscape of mediation with a particuar emphasis on the Swiss situation and a workshop 'Spinning a mediator' on Mediation advocacy. SCCM, Swiss Chamber of Commercial Mediators, **Luzern, Switzerland**, 7 November.
- The variegated landscape of mediation. Presentation for *Schoneville & Schoneville Legal Mediation* in **Amsterdam, The Netherlands**, October 16.
- Intercultural mediation. Module for *IHK (chamber of Commerce Germany)* in **Lviv, Ukraine**, September 4.
- "De toekomst van business mediation". Brainstorming | Round table with approx. 15 corporate users, business, government, academinternea and law firm representatives about the need and expectations of the business user regarding dispute resolution. *ACB Foundation*. **Amsterdam, The Netherlands**, 26 August.
- Generating Outcomes using mediation | a challenge and an opportunity for in-house counsel and business managers. Awareness-raising program for Shell Global Litigation Europe & MENA, **The Hague, Netherlands**. *Shell International B.V.*, May 13 and 14.



- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany**. IHK (chamber of Commerce), March 13.
- Legal Mediation, presentation for *Houthoff Buruma, Amsterdam, The Netherlands*, March 26.

## 2013

- Wirtschaftskontaktstudium, *Duale Hochschule Baden-Wuertemberg, DHBW*, Modul VIII Interkulturelle Mediation, **Ravensburg, Germany**, 7 November.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany**. IHK (chamber of Commerce), September 26.
- THE VARIEGATED LANDSCAPE OF MEDIATION REGULATION. Opening presentation for the NVVMA, Dutch Advocate Mediators Association, Den Bosch, The Netherlands (videolink), June 21, 2013.
- CURRENT SITUATION OF MEDIATION IN A COMPARATIVE PERSPECTIVE - The variegated landscape of mediation in the EU: the problem and the solution. Opening speeches ERA (Europäische Rechtsakademie) Conference, **Trier, Germany**, (through video link) together with Jeremy Lack, April 25 and 26, 2013.
- THE BUSINESS CASE OF MEDIATION. Presentation at the kick-off event of the institution of mediation in Greece organized by the Ministry of Justice, Transparency and Human Rights with support of the European Commission in Greece and the co-operation of the Task Force for Greece. **Athens, Greece**, 20 March.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII INTERKULTURELLE MEDIATION, **Munich, Germany**. IHK (chamber of Commerce), 14 March.
- THE SOCIAL AND ECONOMIC BENEFITS OF MEDIATION, presentation at the kick off event of the *Piraeus Bar Association* to celebrate the start of the Piraeus Mediation Center. **Athens, Greece**, 18 February.
- MASTERING THE ROLE OF MEDIATION ADVOCATE, A CHALLENGE AND AN OPPORTUNITY - MAITRISER LE ROLE DE L'AVOCAT EN MEDIATION, UN DEFI ET UNE OPPORTUNITE. Workshop for *Le Barreau* (the Paris Bar) and ICC, **Paris, France**, 8 February.
- Mediation and negotiation skills, Lecture for T.M.C. Asser Instituut in cooperation with Ecorys Nederland B.V. and the Hague Academy for Local Governance commissioned by the Netherlands Ministry of Foreign Affairs, **The Hague, The Netherlands**. Training course 'Alternative Dispute Resolution' Part of the Matra Pre-Accession Training Programme on Rule of Law (Matra PATROL), 14 January.

## 2012

- Mediation in Greece and the European Union, the stages of a mediation process, EU funded project managed by ERA, **Thessaloniki, Greece**, November 24.
- Wirtschaftskontaktstudium, *Duale Hochschule Baden-Wuertemberg, DHBW*, Modul VIII Interkulturelle Mediation , **Ravensburg, Germany**, 15-17 November.
- Qualifizierung zum Wirtschaftsmediator (IHK) Modul VIII Interkulturelle Mediation, **Munich, Germany**. IHK (chamber of Commerce), October 4.
- MASTERING CO-MEDIATION. Co-mediation in an intercultural context. CSMC/SCCM, Swiss Chamber of Commercial Mediation, **Solothurn, Switzerland**, September 20.
- APPROPRIATE DISPUTE RESOLUTION (ADR) HYBRIDS AND COMBINING NEUTRALS: Can mediators, conciliators and arbitrators work together to assist parties in reaching faster, cheaper and/or better outcomes? 10<sup>th</sup> International Mediation Interest Group, IMIG, Meeting in **Geneva, Switzerland**, September 3. Co-chair together with Jeremy Lack (CH).



- IX. International Post-Graduate Course MAKING AND SAVING DEALS, ADR Center **Fondazione, Milano, Italy**, 9-13 July.
- Credentialing Mediation Advocacy Knowledge & Skills. An update on IMI's work-in-progress on developing a competency certification for mediation advocates, **IMI Board, The Hague Netherlands**, May 14.
- DISPUTE RESOLUTION DESIGN 2.0 - A SYSTEMS ENGINEERING FRAMEWORK FOR ADR PROCESSES IN COMPLEX DISPUTES, workshop ABA 14th Annual Spring Conference of the Dispute Resolution Section, **ABA, Washington, USA**, 20 April, together with Dr. Ross Sydney and Lorraine Lopich.
- INTERNATIONAL COMMITTEE ("IC") WORKSHOP of the Dispute Resolution Section, **ABA, Washington, USA**, 21 April, together with co-chair Jeremy Lack.
- CHALLENGING NORMALITIES. Mediation in Europa: gleich, aber verschieden ... Opening Speech. *Europaische Universität VIADRINA, Frankfurt (Oder), Germany*.
- JUDGES IN ADR Conference, Improving On-line Resources and Trainings for Judicial Referral to Mediation in the European Union, ADR Center, **Rome, Italy**, February 3. Specific Programme "Civil Justice" 2007-2013, established by the **European Parliament and the Council**. \*
- MASTERING MEDIATION, MEDIATION MASTERS, Mediation as an academic discipline, *Utrecht University, Utrecht, The Netherlands*, 2 February.

## 2011

- WERKCONFERENTIE GEDRAGSCODE EERLIJKE HANDELSPRAKTIJKEN, **TISCO, The Hague, The Netherlands**, 2 December.
- BEST MEDIATION PRACTICES EXPERT GROUP, **Milano, Italy**, 7 November.
- CRITICAL JUNCTURES IN CROSS-BORDER MEDIATION. Toolkit Board Game, Conference Intercultural Mediation, *Utrecht University, Utrecht, The Netherlands*, 4 October, together with Jeremy Lack.
- THE IMPLEMENTATION OF THE EU DIRECTIVE and critical junctures in cross-border commercial mediation. MASTER CLASS STUDENTS FOR EXCELLENT TRACE STUDENTS *Utrecht University, Utrecht, The Netherlands*, 3 October 2011, together with Jeremy Lack
- THE POTENTIAL OF THE PROMISE IN A RELATIVE MULTIVERSE... Conference Mediation, an answer to consumer needs? Openign Speech *RIAD - International Association of Legal Protection Insurance, Verona, Italy*, 30 September.
- INTERCULTURAL MANAGEMENT, *DHBW International Business School, Ravensburg, Germany*, 11-13 July.
- MASTERING NEGOTIATION, COOPERATIVES VERHANDELN, Modul IV *Kontaktstudium Wirtschaftsmediation 2011 DHBW, Ravensburg, Germany*, 14,15 July.
- MASTERING NEGOTIATION & INTRODUCTION TO COMMERCIAL MEDIATION, *DHBW International, Business School, Ravensburg, Germany*, 16, 18-19 July.
- VIII. International Post-Graduate Course MAKING AND SAVING DEALS, ADR Center **Fondazione, Milano, Italy**, 20-22 June.
- Towards an International Conflict Management Facility on Corporate Social Responsibility, CSR EXPERT MEETING, *World Legal Forum (WLF), The Hague, The Netherlands*, 14 June.
- ABA 13th Annual Spring Conference of the Dispute Resolution Section, **ABA, Denver, USA**, 13-16 April.
- TOOLKIT BOARD GAME, Legal Educators Colloquium, ABA 13th Annual Spring Conference of the Dispute Resolution Section, **ABA, Denver, USA**, 16 April.
- CROSS BORDER MEDIATION. Opening speech *ERA Conference, Trier, Germany*, March 24, 2011.
- MEDIATION PRACTICES AROUND THE WORLD. *Union of Turkish Bars. Ankara, Turkey*, 11 March 2011.



## 2010

- CRITICAL JUNCTURES IN MEDIATING HIGH STAKE DISPUTES. MASTERCLASS FOR ADVANCED MEDIATORS. *Molengraaff Instituut voor Privaatrecht Universiteit Utrecht, The Netherlands*, 3 December.
- MEDIATION IN A GLOBAL VILLAGE. Cross-cultural and International Aspects of Mediation and Negotiation. *DHBW Ravensburg*. Ravensburg, Germany 22 October.
- Mediation in Civil and Commercial Disputes. *IBJ, BBMC, ADR Center, VOBA, PMR Europe. Brussels, Belgium* 17 September. \*
- ADR & MEDIATION ADVOCACY FROM THE USER'S PERSPECTIVE. 9th International Mediation Interest Group Meeting. *WIPO*. Geneva, Switzerland 9 September.
- CROSSING BORDERS. 4th International Summer School on Business Mediation. *ISBM 2010. IFF, Kulturkonflikt. Admont, Austria* 19-23 July
- TOOLS & TECHNIQUES OF THE BUSINESS MEDIATOR. Guest lecture. *Hague University. The Hague, The Netherlands*, 1 June.
- MEDIATION AND CIVIL SOCIETY IN EUROPE. 3<sup>rd</sup> European Mediators Conference. *CEM, EMNI*. Paris, France, 28 June. \*
- STAND DER UMSETZUNG DER MEDIATIONSRICHTLINIE IN AUGEWÄHLTEN LÄNDERN DER EU. 61. DEUTSCHER ANWALTSTAG, *DAV, Aachen, Germany*, 13-14 May.\*
- ABA 12th Annual Spring Conference of the Dispute Resolution Section, *ABA, San Francisco, USA*, 7-10 April.
- "LAWYERS IN ADR" Symposium, *Utrecht University, NVVMA, ADRC*, as part of the EU EUROPEAN COMMISSION SPONSORED PROJECT CICIL JUSTICE. *Utrecht, The Netherlands*, April 22. \*
- DEAL FACILITATION, USING MEDIATION TECHNIQUES AND A NEUTRAL IN NEGOTIATION, Conference Preventive Mediation. *Utrecht University & Hogeschool, Utrecht, The Netherlands*, 20 April.
- "LAWYERS IN ADR" Conference, MEDIATION OF CIVIL AND COMMERCIAL DISPUTES, *ADRC, Thessaloniki Bar*, as part of the EU EUROPEAN COMMISSION SPONSORED PROJECT. *Thessaloniki, Greece*, 25 February. \*
- Managing Risks and Getting Results: How to Use Mediation Effectively in International Business Disputes. *ICC, ABA, Paris, France*, 11 February. \*
- MEDIATION PRACTICES AROUND THE WORLD & MEDIATION EDUCATION IN THE NETHERLANDS. Ankara Bar Law Symposium. *Ankara Bar, Ankara, Turkey*, 14-15 January.

\* Part of the Lawyers in ADR EC funded project in the context of the Specific Programme "Civil Justice" 2007-2013.