

## WHO CAN PARTICIPATE?

The programme is designed primarily for academicians, students & representatives from industry.

## PROGRAMME FEE:

Representatives from corporates - ₹ 900.00  
Academicians - ₹ 600.00  
Students - ₹ 250.00

**LAST DATE OF REGISTRATION:** - February 7, 2016

## PROGRAMME SCHEDULE:

1	Introduction of panelists	Tara Ollapally, Mediator, CAMP	10.00 am -10.05 am
2	Keynote Address: Evolution of Dispute Resolution	Laila Ollapally	10.05 am -10.15 am
3	Collaborative Negotiation and Problem Solving	Hiro Aragaki & Jay Folberg	10.15 am -10.45 am
4	Role Play: Adjudication and Mediation	Rebecca Westerfield & Laila Ollapally	10.45 am – 11.45 am Time: 60 mins. (10 min tea break between the different processes)
5	Conflict Resolution & The Boundaryless Organization	Hiro Aragaki & Jay Folberg	11.45 am -12.15 pm
6	Panel Discussion and Interactive Session: International Trends in Dispute Resolution and the Way Forward for India.	Moderator: Victor Schachter	12.15 pm – 12.55 pm
7	Conclusion		12.55 pm- 01.05 pm

## PROGRAMME COORDINATOR

**Ms. Jyothis Mathew**, Assistant Professor  
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**XAVIER INSTITUTE OF MANAGEMENT & ENTREPRENEURSHIP**

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**XIME**

in collaboration with



**CENTRE FOR ADVANCED MEDIATION PRACTICE**

&

**THE FOUNDATION FOR SUSTAINABLE RULE OF LAW INITIATIVES**

present

An International Seminar on

# NEGOTIATION & BEYOND

Lead Faculty



**Victor Schachter**

Director, FSRI  
and Partner, Fenwick & West LLP.

**10<sup>th</sup> February, 2016**

**10.00 am – 1.00 pm**

**Venue: XIME Campus,**

Electronics City Phase II, Hosur Road, Electronic City, 560100

## ABOUT THE PROGRAMME:

Negotiation and Conflict Resolution is a key area in business. Management students need significant exposure to these skills as part of their training.

**XIME**, in collaboration with **Centre For Advanced Mediation Practice** ([www.campmediation.in](http://www.campmediation.in)), Bangalore and **Foundation for Sustainable Rule of Law Initiatives**, San Francisco ([www.fsriadr.org](http://www.fsriadr.org)) are bringing together a group of Academicians, Lawyers and Mediators who are amongst the most eminent in the world, to present a seminar 'Negotiation & Beyond'.

Using role play simulation, panel discussions and short lectures this group will introduce the current international trends in dispute resolution and mediation. The panel discussions and interactive session will focus on the way forward for business in India.

The programme will be of interest to post graduate level students, practicing managers and business and law faculty.

## PROGRAMME COVERAGE:

The proposed programme will have the following sessions:

- Keynote Address: Evolution of Dispute Resolution.
- Collaborative Negotiation and Problem Solving.
- Conflict Resolution and the Boundary less Organization.
- Panel Discussion and Interactive Session: International Trends in Dispute Resolution and the Way Forward for India.

## ABOUT XIME:

Established in 1991 by a group of eminent academicians under the leadership of Prof. J. Philip, former Director of IIM-Bangalore, XIME is a leading Business School in India, XIME' mission is to provide value-based management and entrepreneurial education of international standards, not only to those seeking careers in the corporate sector, but also to entrepreneurs, small scale industrialists and those working in public/private sector industry and services. XIME received the much coveted accreditation from ACBSP (Accreditation Council for Business Schools and programs), USA in 2014 and joins the small league of Business Schools with Global Standards. XIME has an excellent team of qualified faculty with industry and civil services experience.

## ABOUT CAMP:

Centre for Advanced Mediation Practice (CAMP) is a pioneering initiative which aims at institutionalized private mediation services through skilled and well trained Mediators. Laila T. Ollapally envisioned CAMP to give disputing parties, with the aid of their legal counsels, an opportunity to settle existing disputes in a collaborative and communicative way. CAMP is aimed at helping our community mindfully respond to conflict and dispute resolution. CAMP is founded on the belief that people have the capacity and ability to resolve their own disputes, however complex, when placed in the right environment and given the right tools. CAMP, combines efficiency and effectiveness, flexibility and innovative result oriented thinking, while resolving disputes through dialogue and understanding. Mediators at CAMP are bound by high standards of ethics and codes of conduct. CAMP provides a space for parties to first try the option of mediation before or while pursuing litigation.

## ABOUT FSRI:

FSRI is a non-governmental organization which provides training, education and counseling to a range of legal providers in developing countries, including courts, judges, lawyers and mediators, with the goal of building sustainable mediation programs which achieve timely, fair and peaceful resolution of disputes. Its mission is to create sustainable mediation centers to achieve timely, fair and peaceful conflict resolution in developing countries with overburdened and backlogged court systems. Its goal is to enhance meaningful access to justice for underserved populations in emerging democracies.

## KEY RESOURCE PERSONS



**(Hon.) Rebecca Westerfield (Retd)**  
Mediator, JAMS International



**Jay Folberg**  
Professor Emeritus and former Dean  
at the University of San Francisco School of Law  
Mediator, JAMS International



**Prof. J. Philip**  
President, XIME  
and Former Director, IIM B



**Hiro Aragaki**  
Associate Professor  
Loyola School of Law, Los Angeles



**Laila Ollapally**  
Advocate, Mediator and  
Founder, CAMP