

# NEGOTIATING DISPUTE SETTLEMENT AGREEMENTS IN MEDIATION, ARBITRATION & LITIGATION

**Intensive training focusing on both legal and extralegal aspects of the most common way of dispute resolution**

*This is the kind of training that shifts you up from the dispute resolution expert to the dispute resolution star...*

J. C., Attorney at Law, France

Lawyers spend in average 70% of their time in negotiations, though their usual training time is zero...

Learn how to negotiate within the arbitration procedure, how to be assertive and not to give up too easily, how to tackle the other lawyers' dirty tactics, how to profit from the cultural gaps and many more...

JUDR. MARTIN SVATOŠ,  
WWW.FORARB.COM

PH.D.

## Programme:

- **Don't be too soft** - *How not to lose your case when playing by the rules*
- **Tackling opponents' "dirty tactics"** - *False demands, limited settlement authority, good cop-bad cop,...*
- **Settling under the auspices of arbitrators** - *How to get what you want and not what the arbitrator thinks you need*
- **Don't get the raw deal** - *Enforcement in international and domestic perspectives*
- **Walking the tightrope** - *Ethics, forbidden tricks and good manners in negotiation*
- **When the out-of-court procedure ends in court** - *Negotiation and mediation paradox, limitation periods, responsibilities and other legal aspects of dispute settlements*
- **When international means intercultural** - *Overcoming the cultural gaps in negotiation*

**BONUS: Negotiation in Extreme Situations**  
Use your skills to escape robbery and other crisis situations

## Martin Svatos, Ph.D.

Martin is one of the leading Czech mediators and arbitrators. In addition to his rich dispute resolution experiences, he teaches at the **Charles University** in Prague and several other universities all around the globe. He acts as a legal expert of the Czech delegation to the **UNCITRAL** and as the President of the Working group of the **ICC Czech Republic** for Mediation. He is co-editor of the **EU Mediation Handbook** that will be published by **Kluwer International** in 2017. Martin has acted in several *ad hoc* and institutional arbitration both as an arbitrator and of-counsel. He is listed by the **VIAC** and by the Arbitration court of the **Football Association of the Czech Republic** as arbitrator.



**Format:** 8 hours of intensive interactive training (also in the form of distance learning)

**Fee:** EUR 1000 plus VAT plus the travel expenses

Book your training time at [office@forarb.com](mailto:office@forarb.com)

More info at [www.forarb.com/en](http://www.forarb.com/en)