Mediators often need to deal with high-conflict situations. Parties come to the negotiation table with unsettling emotions, sometimes even hatreds, that have built up in their past dealings. As a core communication skill which HKMAAL has included as an assessment criterion, a mediator needs to actively ventilate the parties’ emotions by acknowledging their concerns and feelings. However, while acknowledgements coming from the mediators can help alleviate the adversarial atmosphere, they may not be very effective in changing the parties’ real perception and understanding of each other.

In this seminar, you will learn about a more advanced set of skills on this subject, namely how mediators can encourage and facilitate the parties themselves to acknowledge the concerns and feelings of each other. Through mutual acknowledgements, parties will gradually build up common understandings that are conducive to reaching agreements. The speaker will share from his own wealth of experience, which the participants will no doubt benefit from.

About The Speaker:

Mr. David Newton

David Newton is an international mediator, conciliator and facilitator with special experience in franchise, senior employee termination, construction and general commercial disputes. He is a solicitor and the Managing Director of The Accord Group, an international dispute resolution firm.

He has conducted mediator training in Australia, China, Macau, Cambodia, the Philippines, Malaysia, Bahrain, Singapore, New Zealand and Hong Kong. David is an Accredited Mediator under the Australian National Mediation Standards and a member of the mediator panels of various bodies in Hong Kong, Malaysia and India. He holds various statutory appointments from the Australian Government as Mediation Adviser and Dispute Resolution Advisor and he is the Australian Cinema Code Conciliator.
Registration Form

Please complete the form and return by email to adr@hkiac.org or by fax +852 2524 2171 on or before 13 March 2015.

Full Name: Mr./Ms. ________________________________

Contact Tel No: ________________________________

Email: ________________________________

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Position: ________________________________

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Please make a crossed cheque payable to “Hong Kong International Arbitration Centre” and send to HKIAC, 38/F Two Exchange Square, 8 Connaught Place, Central, Hong Kong. Please write your name and contact number at the back of the cheque (compulsory).

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Terms and conditions:
1. Seats will be allocated on a first-come-first-served basis.
2. Registration will be confirmed upon receipt of payment. Confirmation will be issued by email after 18 March, 2015. No refund will be made after confirmation.
3. HKIAC reserves the right to accept or reject the registration. Notification and refund will be made in case of rejection.
4. HKIAC reserves the right to modify, postpone or cancel the information seminar.