



ARBITRATION INSTITUTE
OF THE STOCKHOLM CHAMBER OF COMMERCE

THE SCC INVITES YOU TO A PARTICIPATORY SEMINAR:

ENHANCING THE SPEED AND PRODUCTIVITY OF NEGOTIATIONS THROUGH MEDIATION

WITH TONY PIAZZA AND FRANK VECELLA

What obstacles typically get in the way of direct negotiations between the parties to a dispute? How does this dynamic change during mediation? How does a mediator redirect the dialectic of advocacy into a more productive evaluative dialogue about issues and options?

In this seminar, we will deconstruct a mediation process that has been applied to resolve thousands of complex business disputes. We will extract and discuss a few general principles that inform and facilitate dispute resolution in the commercial context and beyond.

28 May

STOCKHOLM



[Antonio Piazza](#) is recognized as one of the world's leading mediators. Since 1980, he has successfully mediated the resolution of more than 4,000 disputes, including high-profile cases involving leading companies, business leaders, and law firms. Under his guidance, time-driven business deals and international negotiations routinely reach closure or resolution in a single day of mediation. Mr. Piazza has negotiated individual settlements exceeding one billion dollars.



[Frank Vecella](#) is a partner in the U.S. law firm of McKool Smith, where his practice focuses on commercial and intellectual property litigation. He previously spent 16 years in the in-house legal department of Ericsson, where he was responsible for managing the company's litigation. Over the course of his 35-year career, Mr. Vecella has tried dozens of jury and bench trials and participated as counsel in well over 500 mediations.

28 May 2018
14.00 - 17.00

FOLLOWED BY A RECEPTION

Stockholm Chamber
of Commerce

BRUNNSGATAN 2

The seminar is designed for mediators, arbitrators, judges, in-house and external counsel, business managers and government representatives. A short case study will be circulated before the seminar, together with questions for discussion. Participants will also be invited to raise their own questions and topics.

Participants will also have the opportunity to discuss and provide input for a pending proposal for the establishment of a European Centre for Management of Societal Conflicts, an initiative designed to apply lessons learned in commercial mediation to the resolution of societal conflicts that are causing or threatening to cause disruption across the globe.

RSVP

The seminar is limited to 30 participants. Register by submitting this [online form](#) by May 24. Contact arbitration@chamber.se with any questions.

The seminar is offered free of charge, but a no-show fee of SEK 500 will apply.



ARBITRATION INSTITUTE
OF THE STOCKHOLM CHAMBER OF COMMERCE