

IMI International Mediation Soirée

WELCOME ADDRESS



Ileana Smeureanu

Pinsent Masons,
Legal Director



Ivana Niničić Österle

IMI Executive Director
WIF Senior Fellow

About the International Mediation Institute

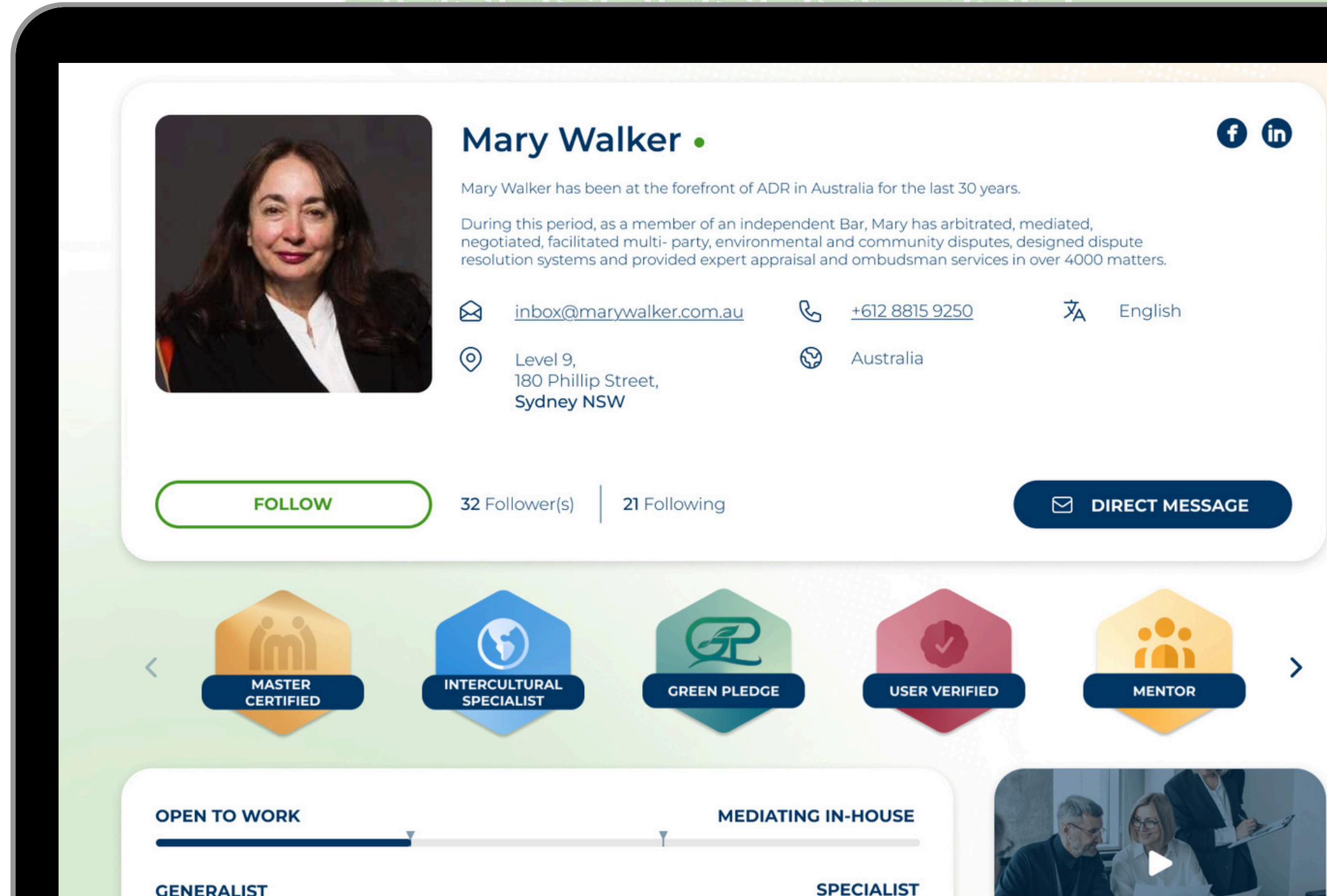


- IMI offers an **internationally recognised trust mark** of high-quality mediators and mediation training through harmonising mechanisms.
- Established in 2007 as a non-profit public initiative with the vision of professional mediation worldwide, promoting consensus and access to justice.
- IMI drives transparency and high competency standards in mediation worldwide.

Why ?

- Competency standards
- Visibility
- Community, Networking and Events
- Standards
- Public Policy and Advocacy
- Professional Pathway
- Ethics and Integrity

Transparency and Credibility



The screenshot displays a professional profile for Mary Walker on the IMI platform. The profile includes a headshot of Mary Walker, a woman with long dark hair wearing a black blazer over a white shirt. To the right of the photo, her name 'Mary Walker' is followed by a green dot indicating she is online. Below her name is a bio stating she has been at the forefront of ADR in Australia for 30 years, with details about her work as an arbitrator, mediator, and dispute resolution expert. Contact information includes an email address 'inbox@marywalker.com.au', a phone number '+612 8815 9250', and a location 'Level 9, 180 Phillip Street, Sydney NSW'. Social media links for Facebook and LinkedIn are in the top right. A 'FOLLOW' button is highlighted in green, with '32 Follower(s)' and '21 Following' counts. A 'DIRECT MESSAGE' button is in the bottom right. Below the profile, a row of five certification badges is shown: 'MASTER CERTIFIED' (orange), 'INTERCULTURAL SPECIALIST' (blue), 'GREEN PLEDGE' (green), 'USER VERIFIED' (red), and 'MENTOR' (yellow). At the bottom, a horizontal slider shows her specialization, with 'OPEN TO WORK' on the left and 'MEDIATING IN-HOUSE' on the right, with markers for 'GENERALIST' and 'SPECIALIST'. A video thumbnail is visible in the bottom right corner.

Mary Walker •

Mary Walker has been at the forefront of ADR in Australia for the last 30 years.

During this period, as a member of an independent Bar, Mary has arbitrated, mediated, negotiated, facilitated multi-party, environmental and community disputes, designed dispute resolution systems and provided expert appraisal and ombudsman services in over 4000 matters.

inbox@marywalker.com.au [+612 8815 9250](tel:+61288159250) English

Level 9,
180 Phillip Street,
Sydney NSW

Australia

FOLLOW 32 Follower(s) | 21 Following **DIRECT MESSAGE**

MASTER CERTIFIED **INTERCULTURAL SPECIALIST** **GREEN PLEDGE** **USER VERIFIED** **MENTOR**

OPEN TO WORK **MEDIATING IN-HOUSE**

GENERALIST SPECIALIST

Why ?





INTERNATIONAL
MEDIATION
INSTITUTE

Program Types

N°

CMTPs

Training only organizations

52

QAPs

Assessment only organizations

30

MAQAPs

Organizations providing Assessment
of Mediation Advocates/Advisors

10

ODRQAPs

Organizations providing IMI Online
Mediation Specialization

2

ICQAPs

Organizations IMI Intercultural
Competence Specialization

1

Programs total: 95
Organizations total: 80



Mediation Public Policy Committee (MPPC)

Established in 2025 with the goal of promoting the integration of mediation into public policy, legislative and regulatory frameworks, and governmental practices on a global scale.

Initial projects of the Committee will be aimed at:

1. International Representation

2. Adoption of Mediation Policies

3. Mediation Clause Advocacy

4. Quality Assurance in Mediation

5. International Legislative Support

6. Global Educational Opportunities

7. Strategic Partnerships and Outreach

8. Strategy and Resource Management

IMI is actively seeking new members to join the Mediation Public Policy Committee. If you are interested in this initiative, please reach out to us to express your interest.



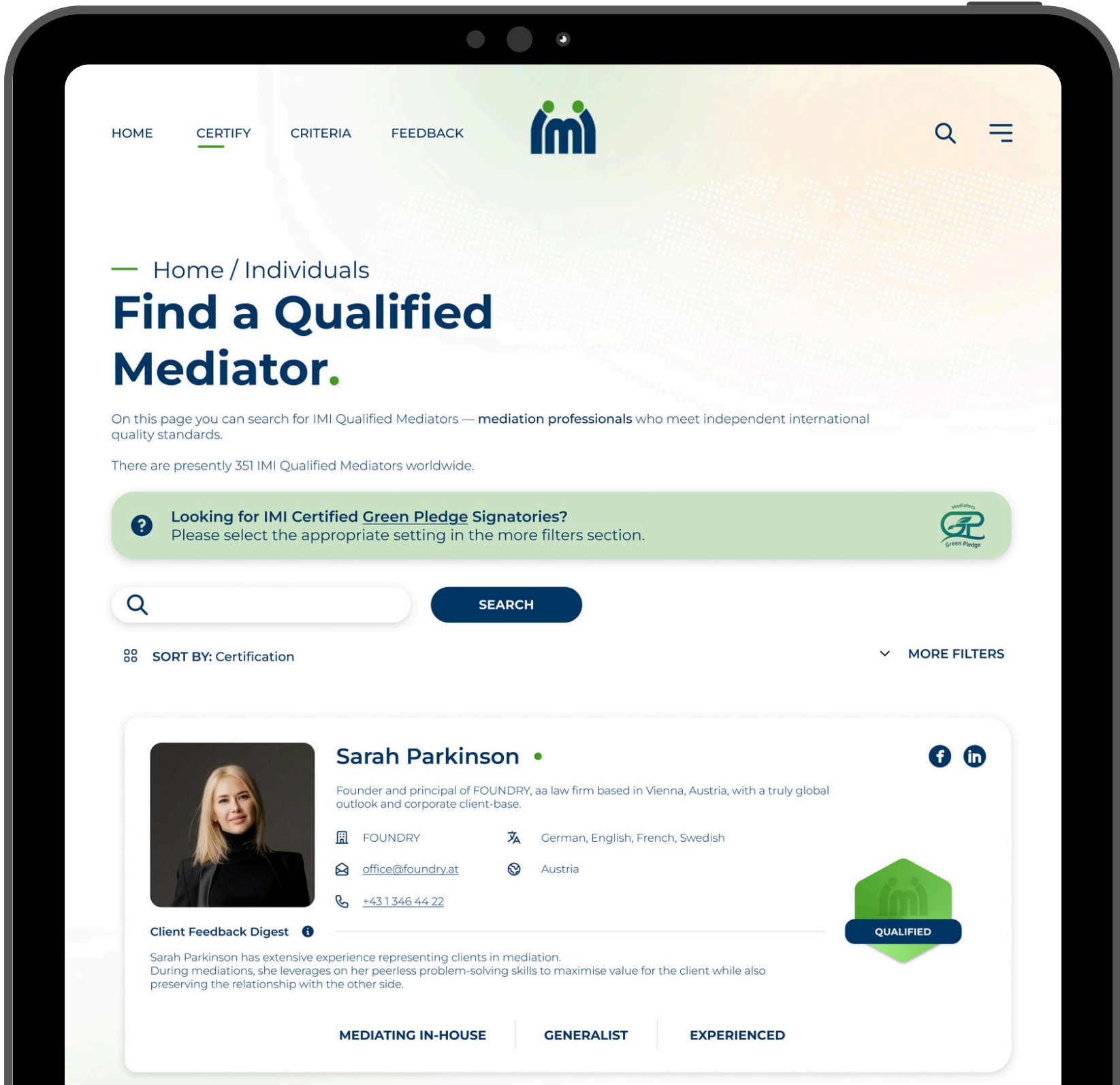
Draft Code of Conduct

The Draft aims to provide clear, reasonable, and practical ethical standards while respecting the diversity of mediation styles and global practices. Further aims are:

1. Inform mediators of the applicable ethical standards and the behavior that those standards require - in all practice styles and contexts, both in person and online.
2. Inform mediation parties about what they can expect of the process and their mediator.
3. Promote public confidence and trust in the mediation process.

**WE INVITE YOU TO PARTICIPATE IN THE PUBLIC
CONSULTATION!**

COUNTDOWN TO THE NEW WEBSITE LAUNCH!



WE THANK YOU FOR YOUR SUPPORT!



QR Code for a 50 EUR
donation



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Panel I: Developing a Mediation Practice: Standards, Competencies, and Professional Paths

Moderator



Sophie Tkemaladze

FCIArb

Resolve, Independent
Practitioner, Mediator, WIF
Senior Fellow, Georgia



Tat Lim

IMI Chair,
Maxwell Mediators,
WIF Senior Fellow,
Singapore



**Hon. Rebecca
Westerfield**

Judge, JAMS & IMI Certified
Mediator, WIF Board,
USA



**Prof. Ellen
Waldman**

Mediation Ethics Expert,
IMI Ethics Committee,
USA



**Tatsiana
Bialiayeva**

International Mediator,
WIF Senior Fellow



Panel II: Lawyers and Mediation

Moderator



Leonardo D'Urso

IMI Vice-Chair,
WIF Board, ADR Center,
Rome/Dubai



Ileana Smeureanu

Pinsent Masons,
Legal Director

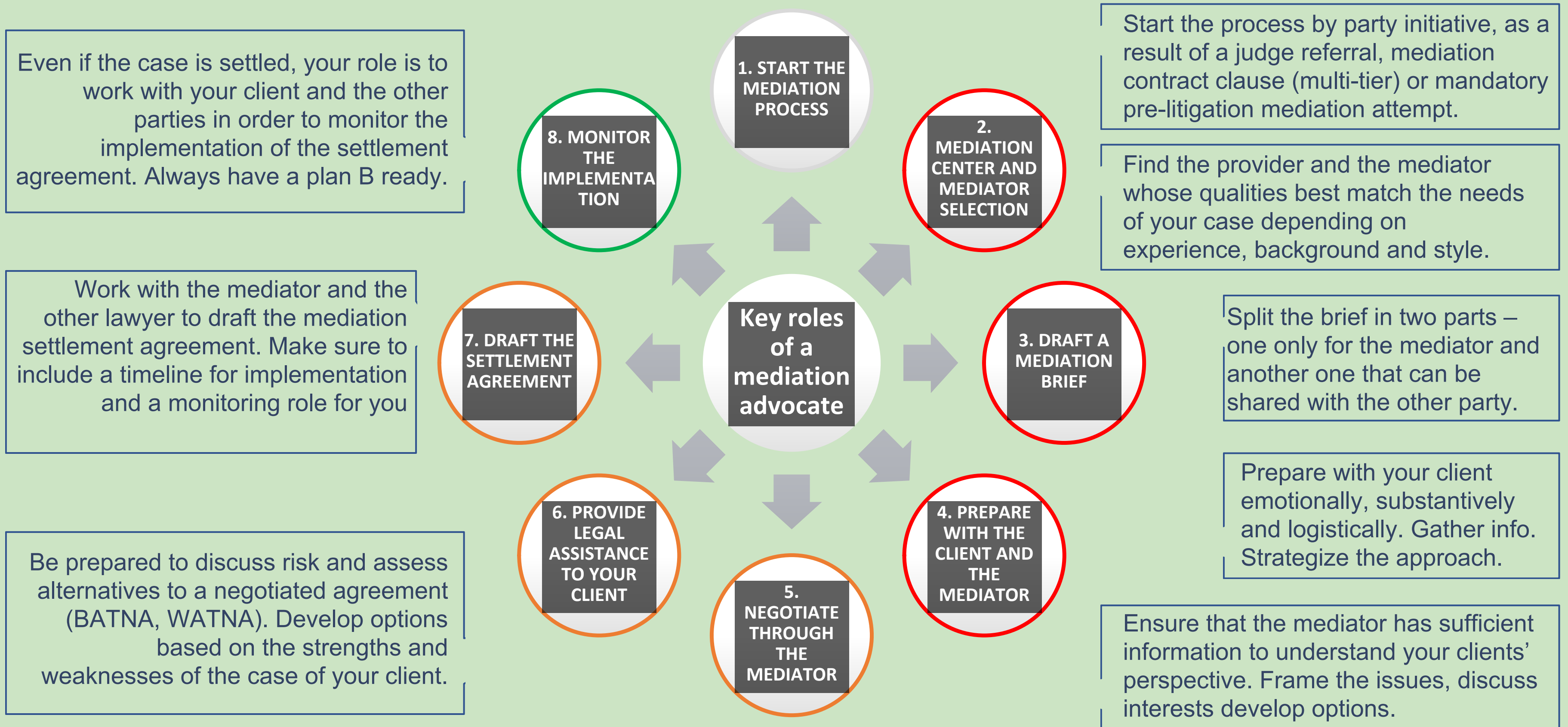


Eleni Charalambidou

ADR Point, Mediator,
WIF Senior Fellow,
Greece

THE LAWYER'S ROLE IN MEDIATION

8 CORE ACTIVITIES LAWYERS UNDERTAKE BEFORE, DURING & after mediation



THE ROLES OF LAWYERS IN MEDIATION

CRITERIA TO BE CONSIDERED WHEN SETTING MEDIATION ADVOCACY FEES



Lawyer related	<ul style="list-style-type: none">○ Training and experience with mediation advocacy○ International certification for mediation advocates
Case related	<ul style="list-style-type: none">○ Complexity of the case (legal complexity, number of parties, value of claims, amount of information)○ Time and resources required to mediate the case
Client related	<ul style="list-style-type: none">○ Clients' financial situation○ Client's capacity to understand and process legal and technical information
Other criteria	<ul style="list-style-type: none">○ Market rates that offer benchmarking in the geographical area or the relevant sector

Mediation advocacy fees:

- Hourly rate
- Flat fees
- Success fee
- Hybrid fees arrangements
- A full package for corporate clients (i.e., consultancy retainer)

Additional Benefits and Strategies:

- Reduces Risk of Fee Disputes
- More Clients and Case Turnover
- Longer Client Relationships
- Market Differentiation and Expertise

IMI MEDIATION ADVOCACY QUALIFYING ASSESSMENT PROGRAM (MAQAP)



- IMI UNIVERSAL HIGH STANDARDS
- HIGHLIGHTS THE NEED FOR A SPECIALIZED SKILLSET
- OFFERS INTERNATIONAL ACCREDITATION / TITLE

imimediation.org/orgs/cag-maqaps/



ΕΝΤΡΟ ΕΝΑΛΛΑΚΤΙΚΗΣ ΕΠΙΛΥΣΗΣ ΔΙΑΦΟΡΩΝ
ALTERNATIVE DISPUTE RESOLUTION CENTRE

imimediation.org/program/adr-point/

ASSESSMENT COMPONENT
(UNIVERSAL)

EDUCATIONAL COMPONENT
(ADAPTED TO THE JURISDICTION)





Mediation Advocacy Competency

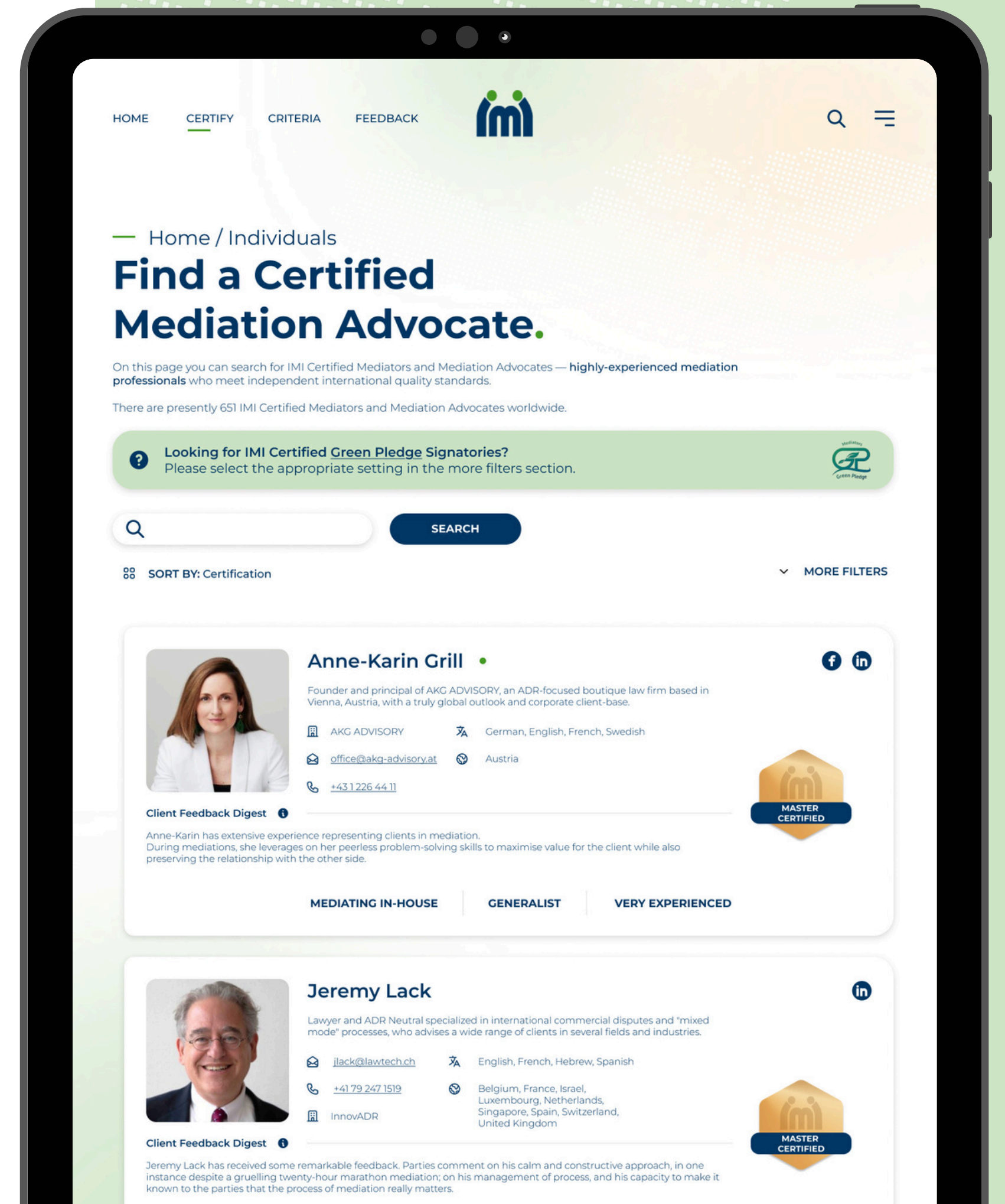
IMI Competency Criteria for Mediation Advocates/Advisors

were developed in order to:

- help lawyers identify the skills and knowledge they need to secure the best possible outcome for their clients in mediation
- enable disputing parties to identify the right people to advise and represent them in mediations.

- The list is neither exhaustive nor mandatory and is offered as guidance
- The goal is to achieve important shifts in skill sets that a lawyer should have when engaged in mediation advocacy:

1. **to be collaborative, not adversarial;**
2. **to engage in creative problem-solving, not purely legal problem-solving; and**
3. **to involve the mediator, and not merely engage in the process single-handedly, in an *inter partes* discussion.**



EU CO-FUNDED ONLINE TRAINING ON THE MEDIATION PROCESS (GREECE)



Greece 2.0
NATIONAL RECOVERY AND RESILIENCE PLAN



lawtrain.gr/en/



12.000+ PARTICIPATING LAWYERS



3 MEDIATION TYPES / MODULES

1. FAMILY
2. PROPERTY &
3. COMMERCIAL or WORKPLACE



10H PER MODULE = 30H TOTAL
EACH MODULE:

- a. 7H PRE-RECORDED MATERIAL
- b. + 3H LIVE ONLINE TRAINING



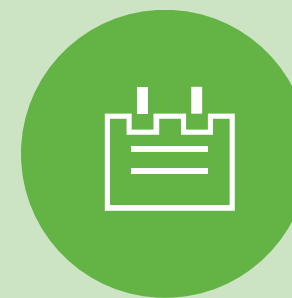
CAUTIONARY TALES

Advertising mediation as low cost

Promoting mediation as potentially “lawyer free”

No description of the lawyer’s tasks in mediation

Applying the same fee structure that was designed for time consuming/ (s)low efficiency processes



BEST PRACTICES

Advertising that mediation offers:

Efficiency / Controlled outcome
Reduced opportunity cost

Promoting the role of the advocate/

Making the lawyer’s contribution mandatory for commercial cases, providing legal aid when necessary

Requiring the preparation of specific useful documents by the advocate (e.g. brief, risk assessment etc)

Applying a value based pricing structure (based on court fees savings, reduced opportunity cost, quick enforcement etc)

Provision that the lawyer is entitled to the same remuneration as in court proceedings (Greek Lawyers Code, art. 71)

Thank you!

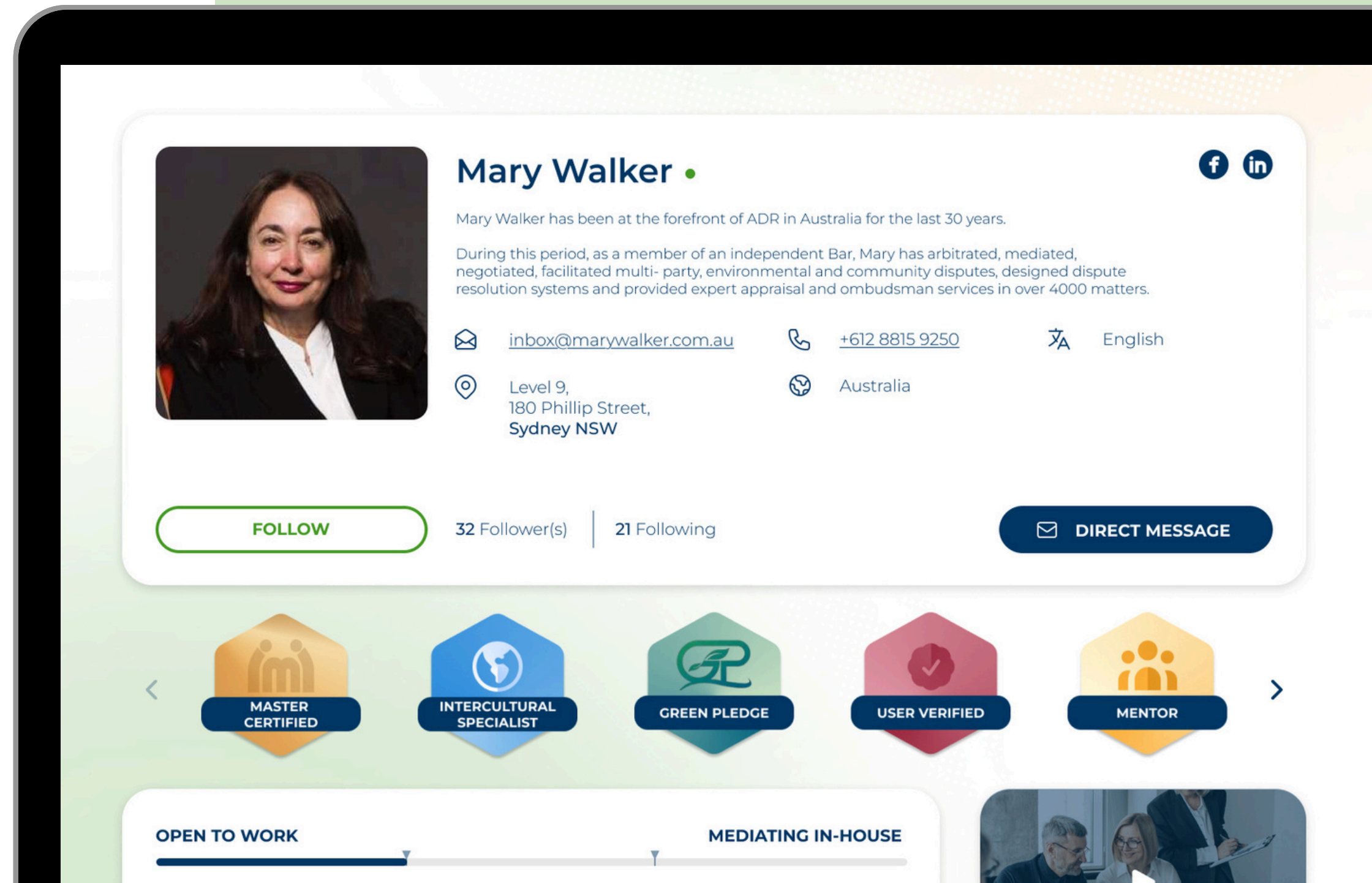
Thank you for being part of the IMI community!

Together, we are raising the standards for mediation and mediation training, worldwide.

✉ For questions or support:
imisupport@imimediation.org

🌐 Visit us: www.imimediation.org

🌐 [IMI LinkedIn Page and Group](#)



Online Networking



Constantin Adi Gavrilă

IMI Certified Mediator and WIF Senior Fellow
Facilitator

WE THANK YOU FOR YOUR SUPPORT!



**QR Code
for a 50 EUR donation**



**QR Code
for a 100 EUR donation**