

IMI International Mediation Soirée

WELCOME ADDRESS



Illeana Smeureanu
 Pinsent Masons,
 Legal Director



Ivana Niničić Österle
 IMI Executive Director
 WIF Senior Fellow

About the International Mediation Institute

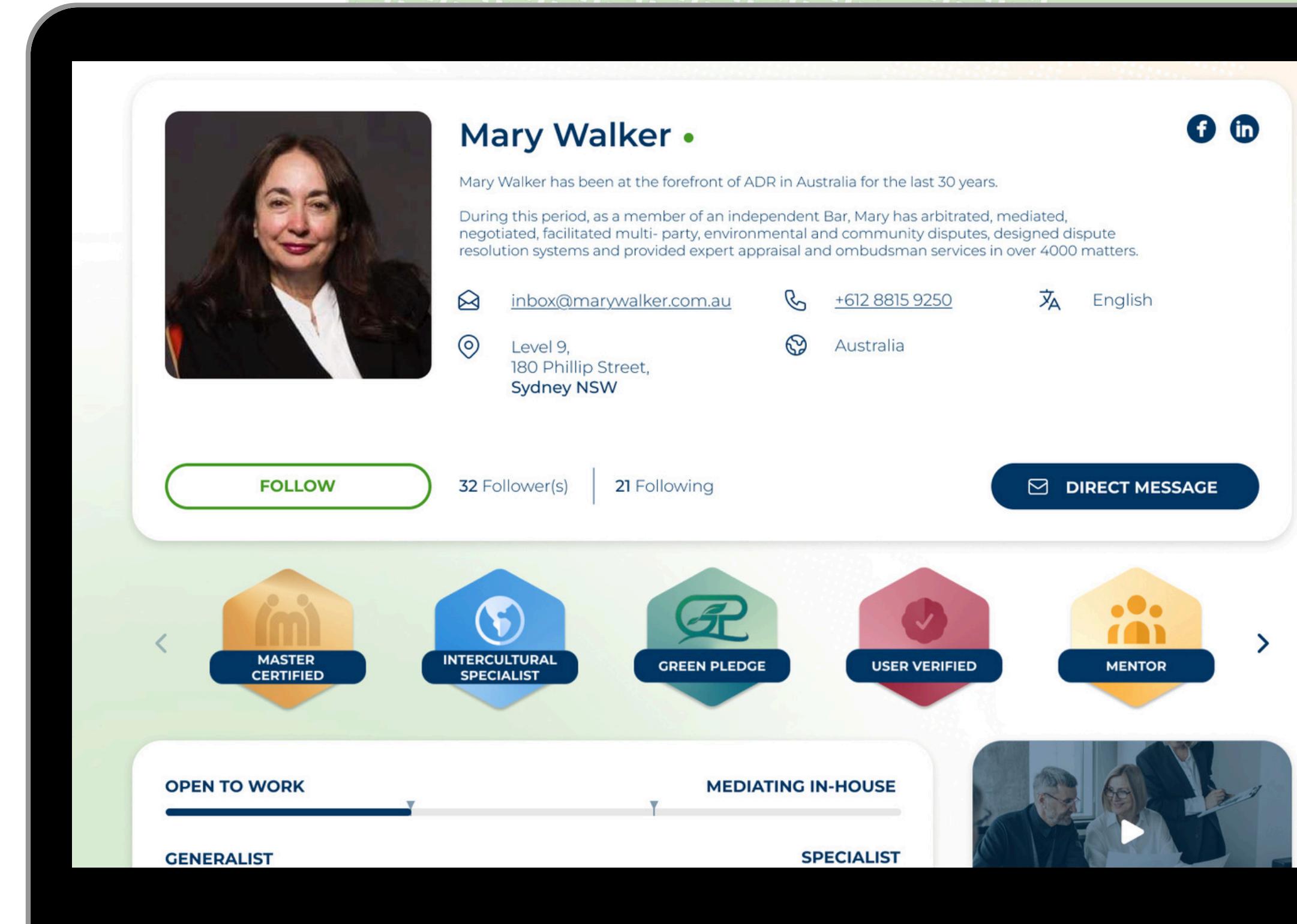


- IMI offers an **internationally recognised trust mark** of high-quality mediators and mediation training through harmonising mechanisms.
- Established in 2007 as a non-profit public initiative with the vision of professional mediation worldwide, promoting consensus and access to justice.
- IMI drives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



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

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OPEN TO WORK  MEDIATING IN-HOUSE

GENERALIST SPECIALIST



Why ?





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:
Organizations total:

95

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

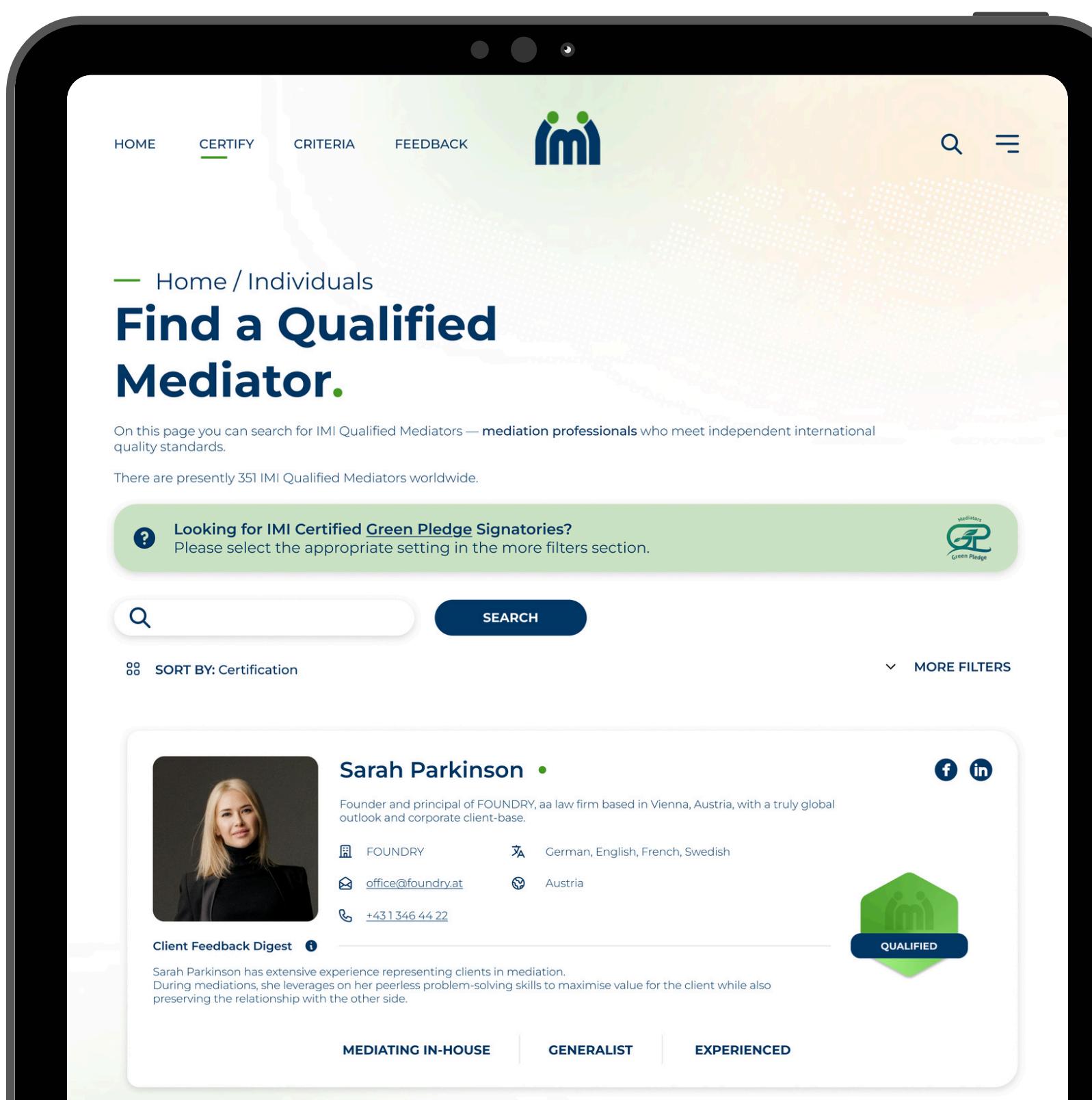
The Draft aims to provide clear, reasonable, and practical ethical standards while respecting the diversity of mediation styles and global practices.

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!



On this page you can search for IMI Qualified Mediators — mediation professionals who meet independent international quality standards.

There are presently 351 IMI Qualified Mediators worldwide.

Looking for IMI Certified Green Pledge Signatories? Please select the appropriate setting in the more filters section.

Sarah Parkinson •

Founder and principal of FOUNDRY, a law firm based in Vienna, Austria, with a truly global outlook and corporate client-base.

FOUNDRY | German, English, French, Swedish | office@foundry.at | Austria | +431346 44 22

Client Feedback Digest

Sarah Parkinson has extensive experience representing clients in mediation. During mediations, she leverages on her peerless problem-solving skills to maximise value for the client while also preserving the relationship with the other side.

MEDIATING IN-HOUSE | GENERALIST | EXPERIENCED



HOME CERTIFY CRITERIA FEEDBACK 

Mediator Academy
Certified Mediator Training Program (CMTP)

We provide the very best educational programmes in mediation and dispute resolution to anyone, anywhere. We offer direct pathways to qualifications from leading universities and positive employment outcomes.

Our aim is to prepare the learners of today with the skills, knowledge and mindset to tackle the big challenges of the 21st Century.

 mediatoracademy@example.com  +44 20 7127 0045  English

 1 St Katharine's Way, London E1W 1UN, United Kingdom  United Kingdom

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Program Overview CMTP RE-APPROVED: MAY 2025

Accredited Mediation Training - Dublin

This certified mediation training programme has a commercial focus and you will learn how the Mediation Act 2017 regulates mediation practice in Ireland. You'll also learn how regulation is driving demand for mediators in Ireland and discover new opportunities opening up in the UK.

WHO IS THIS TRAINING FOR?

This training is ideally suited for anyone wishing to learn how to mediate commercial or workplace disputes. You don't need a legal background to practice as a commercial mediator and we receive applications from people with a wide variety of professional backgrounds.

DURATION: 5 days in Dublin (including assessment)
FEES: \$2950
REGISTRATION OPEN: January, 2026

DOWNLOAD PROSPECTS **REGISTER NOW**

Accredited Mediation Training - Berlin

Accredited Mediation Training - London





UPCOMING EVENTS CALENDAR **VIEW OUR EVENTS**

HAVE A QUESTION? **DIRECT MESSAGE**

We strive to provide accurate and current information; however, details are supplied by the organisation and may change. Please verify directly with the organisation.

WE THANK YOU FOR YOUR SUPPORT!



QR Code for a 50 EUR
donation



QR Code for a 100 EUR
donation



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



Illeana Smeureanu

Pinsent Masons,
Legal Director



Eleni Charalambidou

ADR Point, Mediator,
WIF Senior Fellow,
Greece

THE LAWYER'S ROLE IN MEDIATION

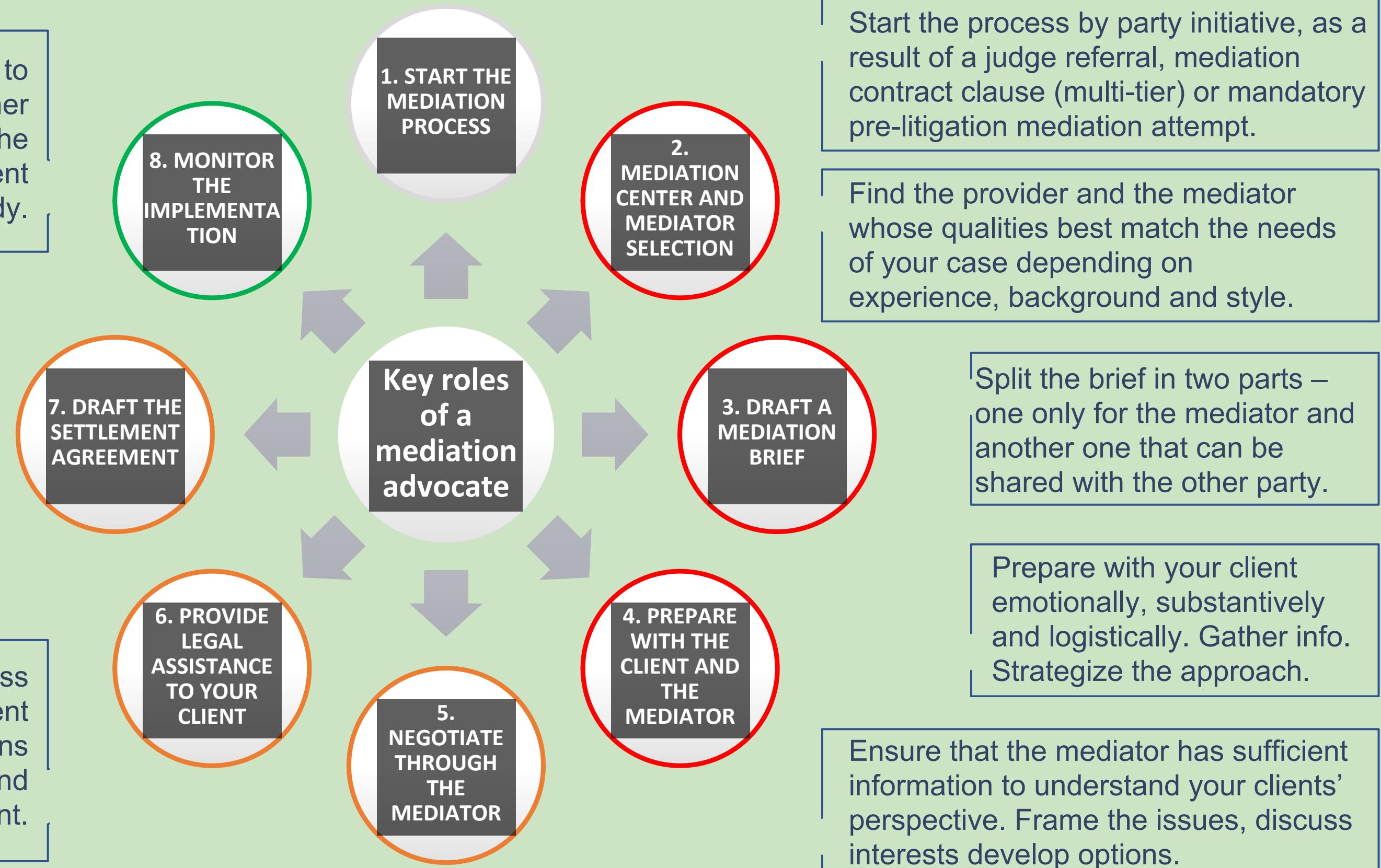
8 CORE ACTIVITIES LAWYERS UNDERTAKE BEFORE, DURING & after mediation



Even if the case is settled, your role is to work with your client and the other parties in order to monitor the implementation of the settlement agreement. Always have a plan B ready.

Work with the mediator and the other lawyer to draft the mediation settlement agreement. Make sure to include a timeline for implementation and a monitoring role for you

Be prepared to discuss risk and assess alternatives to a negotiated agreement (BATNA, WATNA). Develop options based on the strengths and weaknesses of the case of your client.



Start the process by party initiative, as a result of a judge referral, mediation contract clause (multi-tier) or mandatory pre-litigation mediation attempt.

Find the provider and the mediator whose qualities best match the needs of your case depending on experience, background and style.

Split the brief in two parts – one only for the mediator and another one that can be shared with the other party.

Prepare with your client emotionally, substantively and logically. Gather info. Strategize the approach.

Ensure that the mediator has sufficient information to understand your clients' perspective. Frame the issues, discuss interests develop options.

THE ROLES OF LAWYERS IN MEDIATION

CRITERIA TO BE CONSIDERED WHEN SETTING MEDIATION ADVOCACY FEES



- Lawyer related**
 - Training and experience with mediation advocacy
 - International certification for mediation advocates
- Case related**
 - 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**
 - Clients' financial situation
 - Client's capacity to understand and process legal and technical information
- Other criteria**
 - 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/

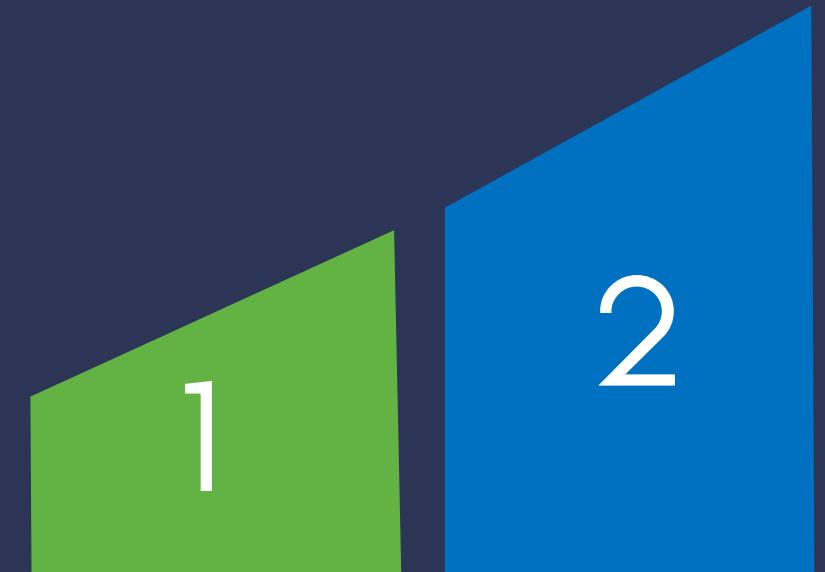


ΕΝΤΡΟ ΕΝΑΛΛΑΚΤΙΚΗΣ ΕΠΙΛΥΣΗΣ ΔΙΑΦΟΡΩΝ
ALTERNATIVE DISPUTE RESOLUTION CENTRE

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:

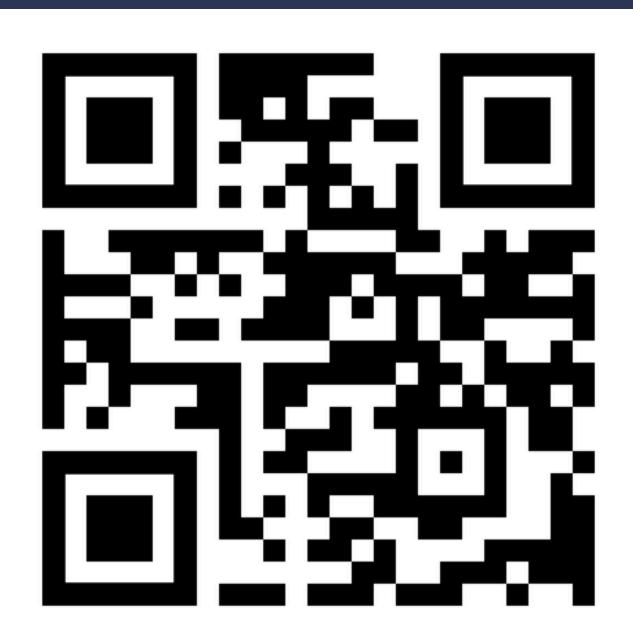
- help lawyers identify the skills and knowledge they need to secure the best possible outcome for their clients in mediation
- enable disputing parties to identify the right people to advise and represent them in mediations.

- 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.**

The screenshot shows the IMI website's 'CERTIFY' section. At the top, there are navigation links: HOME, CERTIFY (which is underlined in green), CRITERIA, and FEEDBACK. The 'CERTIFY' link is highlighted with a green underline. The IMI logo is in the top right corner. Below the navigation, there is a breadcrumb trail: Home / Individuals. The main heading is 'Find a Certified Mediation Advocate.' A subtext below the heading reads: 'On this page you can search for IMI Certified Mediators and Mediation Advocates — highly-experienced mediation professionals who meet independent international quality standards.' It also states: 'There are presently 651 IMI Certified Mediators and Mediation Advocates worldwide.' A green callout box contains the text: 'Looking for IMI Certified Green Pledge Signatories? Please select the appropriate setting in the more filters section.' Below this, there is a search bar with a magnifying glass icon and a 'SEARCH' button. To the right of the search bar is a 'MORE FILTERS' button. The results page displays two profiles: Anne-Karin Grill and Jeremy Lack. Each profile includes a photo, name, title, a brief description, contact information, and social media links (Facebook and LinkedIn). Both profiles also feature 'MASTER CERTIFIED' badges.

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



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](#)

Mary Walker •

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- 📍 Australia

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Badges:

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

Skills:

OPEN TO WORK | MEDIATING IN-HOUSE

Online Networking



Constantin Adi Gavrilă

IMI Certified Mediator and WIF Senior Fellow
Facilitator

WE THANK YOU FOR YOUR SUPPORT!



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for a 50 EUR donation



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