

Kluwer Mediation Blog

10 Tips for Teams at the ICC International Commercial Mediation Competition 2014

Geoff Sharp (Brick Court Chambers / Clifton Chambers) · Saturday, February 1st, 2014



The annual ICC Commercial Mediation Competition is about to kick off in Paris, France on 7 February 2014 and as I write this 500 students from over 40 countries will be making their way to The City of Light by trains, planes and bus.

Teams are drawn from law and business schools across the globe and 120 of the world's leading commercial mediators and corporate representatives will play their part as judges and mediators.

Over 6 days in the dead of a Paris winter there will be 200+ mock mediation sessions with numerous training programmes and social events – all held in the smartest of Paris law firms like Clifford Chance, Linklaters, Eversheds and McDermott Will & Emery.

So, to the students who are part of this wonderful event perhaps keep these tips in mind in all that you do at the competition;

1. Mediation is an oral tradition – keep it that way – so please don't read your opening statement or anything else for that matter. You can't script mediation and true spontaneity only comes from complete preparation.
2. These mediations are 3 way conversations, not 2 way negotiations; 'Making Good Use of the Mediator' is worth double points in the judges' score sheet
3. The competition, first and foremost, is a learning opportunity – so no matter where you come in the competition, appreciate the possibility to learn and don't forget that feedback from the judges says as much about their perception as your performance.
4. Keep it real – steel fist inside a velvet glove – protect interests and positions that

are important to you

5. During the competition go observe some of the best mediators in the business like Michel Kallipetis (who you will see mediating the final), Birgit Sambeth Glasner, Jason Meek, Claude Amar, Bill Wood, John Sturrock, Susan Hammer, Liz Hasse, Amanda Bucklow, Thierry Garby, Bill Marsh, Phillip Howell-Richardson, Nicholas Pryor, Alan Limbury, Giovanni di Berti, Elizabeth Birch, Ronald Austin and many others...

6. If you are stuck about what to do next, ask a question or paraphrase; 'Information Gathering and Ascertaining the Other Party's Interests' is worth weighted points

7. Have a plan around calling a caucus and what you want to do when you are in it – don't just call a caucus for the sake of it. Plenty of teams don't call a caucus, as they know much of the magic happens in joint session (try *In Praise of Joint Sessions* at <http://icc-mediation.org/mediation-process>).

8. Clients, be in the moment and show some emotion. Lawyers, don't treat your client like a potted plant .

9. Slow it down, breathe – especially at the end – there are no points for getting to yes

10. Which reminds me, don't forget to have fun both at the table and out on the town in this wonderful, romantic city... make new friends, talk to each other, talk to the mediators, try your French out on the guy on the subway...

To make sure you do not miss out on regular updates from the Kluwer Mediation Blog, please subscribe [here](#).

Profile Navigator and Relationship Indicator

Includes 7,300+ profiles of arbitrators, expert witnesses, counsels & 13,500+ relationships to uncover potential conflicts of interest.

Learn how **Kluwer Arbitration** can support you.

Learn more about the newly-updated *Profile Navigator and Relationship Indicator*



This entry was posted on Saturday, February 1st, 2014 at 1:00 am and is filed under [ADR](#), [Commercial Mediation](#), [Europe](#), [International Mediation](#), [Skills](#), [Success in mediation](#), [Uncategorized](#), [Understanding mediation](#)

You can follow any responses to this entry through the [Comments \(RSS\)](#) feed. You can skip to the end and leave a response. Pinging is currently not allowed.