

UIA Med Lab CYCLE 1 – Training N°1:
Creative Problem Solving (CPS)
Best Alternative To a Negotiated Agreement (BATNA)
MEilleure SOLution de REchange (MeSoRe)

- Boost your power at the bargaining table -

Thursday, January 25, 2024
from 4:00 PM to 5:30 PM CET (Paris time)

Free of charge – Registration Required
For UIA members only - Open to lawyers and in-house counsels.
Training ONLINE in English.

Register now!

After registering, you will receive a confirmation email explaining how to join the webinar.

INTRODUCTION

This online UIA Capsule is the **1st of a series of 4** (Cycle 1) organized in 2024 by **the (first) UIA Negotiation Laboratory, January 25, 2024 – Le (premier) Laboratoire de Négociation de l'UIA**. The Med Lab CYCLE 1 looks at **how structuring negotiation: tools for improving negotiation**. This **CYCLE 1 – Training N°1** will focus on 2 useful negotiation techniques: **CPS**, a tool you can use to encourage creativity and facilitate the development of innovative solutions to difficult problems, & **BATNA**, a course of action that a party engaged in negotiations has determined should be taken if talks fail and no agreement can be reached.

What is CPS & BATNA and why are they important? How do you combine them in your negotiation? How to use them? Can this help you to boost your power at the bargaining table and how? Definitions, importance & Practical examples of CPS & BATNA/MeSoRe will be presented by 2 leading negotiation & mediation experts teaming to share their knowledge & experience.

Moderators:

- **Catherine PEULVÉ**, Lawyer, Mediator, Author, UIA Deputy General Secretary, Distinguished Fellow of IAM (International Academy of Mediators), Member of the UIA Prevention & Mediation Commission Board, in charge of the Med Lab, Paris, France
- **Pierre JUNG**, Lawyer, Mediator, Author, Member of the UIA Prevention & Mediation Commission, in charge of the Med Lab, Paris, France

Introduction:

- **Lofti EL AJERI**, Lawyer, Mediator, President of the UIA Prevention & Mediation Commission, Tunis, Tunisia

Speakers:

- **Lisa BAKER MORGAN**, Mediator, Trial Lawyer, and Dispute Resolution Instructor, Los Angeles, CA, USA
- **Claude AMAR**, Mediator, President of IFCM (Institut Français de Certification des Médiateurs) and the French Mediation Academy (Académie de la Médiation), Distinguished Fellow and Secretary of the Board of IAM (International Academy of Mediators), Paris, France

The **UIA Med Lab**, the *(first)* **UIA Negotiation Laboratory**, proposes a **free**, qualified training program dedicated to negotiation. The **UIA Med Lab** has been created to provide participants with **practical tools** to improve their **practice as mediators**, their **practice in mediation** (without being mediators) and, more generally, their **practice in negotiation**. **While mediators or neutral third parties** do not necessarily use these tools, being familiar with them will improve their and participants' understanding of the bargaining that is unfolding before their very eyes. Negotiation tools are in the hands of the parties and their counsel(s), who need to be able to well understand them and be able to differentiate among such tools in order to better master and successfully deploy these tools during the negotiation or mediation process.

Leading personalities and recognized experts will address various negotiation & mediation tools, through a **powerful online presentation** and an **interactive discussion**. The **UIA Med Lab Capsules** will be offered in **English and/or French**, depending on the particular speakers. The **UIA Med Lab CYCLE 1** for 2024 will explore **negotiation structure: tools for boosting bargaining power & improving negotiation**. The **UIA Med Lab CYCLE 2** for 2025 will explore **self-knowledge and improvement: tools for acting more effectively as a mediator/neutral third party**.

The **UIA Med Lab's** training topics are of interest to **lawyers and in-house counsels** alike, and for **advisory, preventive, pre-litigation and litigation purposes**.

Topics and speakers UIA Med Lab CYCLE 1 for 2024:

Thursday, January 25, 2024 from 4:00 pm to 5:30 pm CET – UIA Med Lab CYCLE 1 – Training N°1:

CPS and BATNA, by **Lisa BAKER MORGAN**, *Mediator, Trial Lawyer, Dispute Resolution Instructor, Los Angeles, USA* and **Claude AMAR**, *Mediator, President of IFCM (Institut Français de Certification des Médiateurs) and the French Mediation Academy (Académie de la Médiation), Distinguished Fellow and Secretary of the Board of the IAM (International Academy of Mediators), Paris, France* [Training in English](#)

Thursday, April 25, 2024 from 4:00 pm to 5:30 pm CET – UIA Med Lab CYCLE 1 – Training N°2:

Harvard Principled Negotiation by **Hélène de KOVACHICH**, *Accredited Mediator, former judge (Québec, Canada)* and **Laurent ROUVIERE**, *certified HARVARD negotiator (USA/France)* [Training in French](#)

Thursday, June 27, 2024 from 4:00 pm to 5:30 pm CET - UIA Med Lab CYCLE 1 – Training N°3:

Distributive Negotiation – Anchoring – ZOPA (Zone of Potential Agreement) by **Jonathan LLOYD-JONES**, *Independent commercial mediator, Vice-President of the IAM (International Academy of Mediators), London, UK* and **Bill MARSH**, *Commercial Mediator, Distinguished Fellow of IAM (International Academy of Mediators), London, UK* [Training in English](#)

Thursday, September 26, 2024 from 4:00 pm to 5:30 pm CET - UIA Med Lab CYCLE 1 – Training N°4:

2 practical tools : the Negotiation GPS, the world's first expert negotiation system by **Vincent EURIEULT**, *PhD, Negotiation expert, ESCP Professor, Author and Creator of the Cube model of negotiation* and Mixing preparatory and conducting tools for mediation by **Jeremy LACK**, *Lawyer, Mediator, President of AFIM (Association Francophone Internationale de Médiation)* [Training in French and/or English](#)

All trainings will be moderated by **Catherine PEULVÉ**, *Lawyer, Mediator, Author, UIA Deputy General Secretary, Distinguished Fellow of IAM (International Academy of Mediators), Member of the UIA Prevention & Mediation Commission Board, Paris, France* and **Pierre JUNG**, *Lawyer, Mediator, Author, Member of the UIA Prevention & Mediation Commission, co-leaders of the UIA Med Lab, Paris, France*, after introduction by **Lofti EL AJERI**, *Lawyer, Mediator, Chairman of the UIA Prevention & Mediation Commission, Tunis, Tunisia*.