

Our Ref. 5.3.28

Nicosia, March 2016

TO: All Interested Parties
FROM: Secretary General
SUBJECT: Publications available from the International Chamber of Commerce (ICC)

Sir(s),

We would like to inform you that the following publications of the International Chamber of Commerce are available. The publications are unique in their kind and are a valuable aid to a wide spectrum of businesspeople. The following publications are:

1. AGREED! (Negotiation/Mediation in the 21st Century) (Publ. No. 777E) 2016 edition



In the 2nd half of the 20th century, scientific research unveiled the psychological mechanisms which contribute towards the forming of agreements.

Mediation started to break impasses that negotiation could not resolve. This valuable publication shows how these findings result in an incredibly powerful method to negotiate contracts and treaties and resolve conflicts of all sorts.

With over 30 years of experience in negotiation and mediation, the author underlines the importance of dealing with and using emotions as constructive elements in conflict resolution. Written in an easy to read manner and citing many well – known references, this book will appeal to all professionals of negotiation and mediation, lawyers, corporate counsels, mediators, business managers, project managers, unions and association representatives, etc.

This publication is estimated at €70.

2. MEDIATION PRACTICE (Publ. No. 783E) 2016 edition



Mediation Practice is a dialogue between experienced mediation professionals of different nationalities and backgrounds, sharing their ideas on cases from across the globe. The 8 mediators provide 16 cases and 128 responses and conclusions to these cases with hundreds of ideas on what mediators might do in specific situations. Each case focuses on a «mediation moment» when mediators ask themselves what to do next.

What should a mediator do if the «wrong» parties turn up to mediation? How can mediators help parties deal with impasse? When should mediators encourage joint session? What if confidentiality is breached? How can mediators best work with contentious counsel? How can mediators design complex mutliparty process? These are just some of the questions discussed in the book.

The contributors also look at the challenges facing practitioners mediating internationally. Cultural traditions and different cultures of mediation must be considered and this book provides examples and proposes solutions.

The contributors come from Australia, Brazil, Germany, the Netherlands, Pakistan, Singapore, the UK, and the USA. They are all professional mediators practising in different fields including commercial mediation, community mediation, workplace mediation and family mediation.

Cyprus National Committee

This valuable book is full of stories and insights. It is an enriching and entraining read for all mediation practitioners, students, trainees, and trainers, and for anyone wishing to learn about the real world of mediation and is estimated at €70.

3. INTERNATIONAL COMMERCIAL MEDIATION TRAINING ROLE-PLAYS (Publ. No. 765E) 2015 edition



A compilation of 21 of the best role-plays written for the ICC International Commercial Mediation Competition which can be used for commercial mediation and mediation representation training at universities and by training organizations around the world.

The issues addressed in the role-play range from contractual and quality disputes to cases in intellectual property rights, to disputes in the construction industry and cases involving personal conflict in close international partnerships.

All of the role-plays are written by highly experienced professional mediators. Each role-play includes general information for both parties and confidential information for each party.

The editors provide expert comment on the role-plays from business, legal and training perspectives.

It is the first time such a compilation of user-friendly training material has been produced and will be an indispensable resource in commercial mediation training around the world.

The price of this valuable publication is €126

Take advantage of this unique opportunity that is offered to you now and place your order, simply by filling out the attached form and sending it, together with your remittance, to the Cyprus Chamber of Commerce and Industry, c/o ICC Publications, P.O.Box 21455, 1509 Nicosia, at your earliest convenience.

For more information on the above mentioned publication but also more generally on the rich series of ICC publications, please contact the Cyprus National Committee of the ICC at the Cyprus Chamber of Commerce and Industry, tel. 22889840.

Sincerely,
Lia Riris
for Secretary General

/GV

ICC PUBLICATIONS – ORDER FORM

To: The Cyprus Chamber of Commerce and Industry
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P.O.BOX 21455, 1509 Nicosia

Please send me the following ICC publication:

AGREED! (Negotiation/Mediation in the 21st Century) (Publ. No. 777E) 2016 edition

At: €70.00 (incl. V.A.T.) No. of Copies:

MEDIATION PRACTICE (Publ. No. 783E) 2016 edition

At: €70.00 (incl. V.A.T.) No. of Copies:

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CHAMBER OF COMMERCE AND INDUSTRY
→ PRICES QUOTED INCLUDE DELIVERY CHARGES

Cyprus National Committee

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