

You are cordially invited to the  
International Institute for  
Conflict Prevention & Resolution

# Second CPR European Business Mediation Congress



**THURSDAY AND FRIDAY,  
27-28 OCTOBER, 2005**

**Hotel Amigo/Hôtel de Ville  
Grand Place  
Brussels, Belgium**

**In the Tradition of CPR Meetings,  
BY INVITATION ONLY.**

This Invitation was produced with  
generous support from:

**ALLEN & OVERY  
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 **CPR**  
International Institute for  
Conflict Prevention & Resolution

## FROM THE PRESIDENT

### INTERNATIONAL INSTITUTE FOR CONFLICT PREVENTION AND RESOLUTION



After the great success of the 2004 inaugural CPR European Business Mediation Congress in The Hague, it is my pleasure to invite you to attend the 2005 Congress in beautiful Brussels, the capital and crossroads of Europe.

The art and practice of commercial conflict management is in flux in the great continent of Europe. Public policy initiatives to encourage commercial mediation may be seen on a continent-wide basis, as well as within the legislatures of member states and practically every court. The CPR Congress is the ideal platform to exchange developments and learn about best practices from around Europe and the world.

The Program Highlights are noted on the opposite page. We are extremely pleased that the Lord Chief Justice of England and Wales, and his colleague Judge Verougstraete, President of the Belgian Supreme Court, have agreed to join us to discuss judicial leadership. The inclusion in the Congress of European academic developments in conflict management is in the best tradition of CPR, bridging the world of the theoretician with the world of the practitioner. Some less familiar tools and resources will be highlighted in the role of the organizational ombudsman. And we are gratified that so many sophisticated senior corporate counsel have expressed their willingness to participate in the Faculty of the Congress, promising discourse of a uniquely high level.

Two days of training in negotiation skills will be offered on Tuesday and Wednesday 25-26 October. The course will be team-taught by experts from various countries, ensuring not only a uniquely European flavor to the event, but an emphasis on cross-cultural negotiation that promises to have immediate practical utility for the trainees.

Just as last year's attendees had the opportunity to attend sessions at the Peace Palace in The Hague, so this year we are grateful to Brussels Mayor Freddy Theilmans for allowing us the use of the Great Hall of the splendid Hôtel de Ville on the Grand Place.

Enrollment in the Congress will unfortunately be limited this year, and I strongly encourage invitees to place their reservations early. We look forward to seeing familiar faces along with new ones in October.

A handwritten signature in black ink, reading "Thomas J. Stipanowitch". The signature is fluid and cursive, with a prominent loop at the end of the last name.

Thomas J. Stipanowitch  
President and CEO  
International Institute for Conflict Prevention and Resolution

**The International Institute for Conflict Prevention and Resolution (CPR)** is a non-profit research and educational organization founded in 1979 by a group of corporate General Counsel. It has offices in New York City and The Hague, Netherlands. Supported by annual contributions and enjoying the participation of approximately 400 global member corporations, law firms, academics and public members, CPR supports innovation and quality in the avoidance, management and resolution of complex corporate disputes.

In addition to its activities in North America and Europe, CPR established and administers the US-China Business Mediation Center in a joint venture with the China Council for Promotion of International Trade, as well as initiatives in Central America and elsewhere.

CPR's unparalleled wealth of intellectual property and published material has educated and trained businesspeople, corporate counsel, and outside attorneys who counsel them to rely increasingly on negotiation rather than adjudication when managing business-to-business disputes, as well as corporate disputes that arise from public sector conflicts. CPR advocates self-administered mediation and arbitration, and members of CPR's exclusive Panel of Neutrals have assisted companies to resolve thousands of cases, with billions of dollars at issue, around the world.

## PROGRAM HIGHLIGHTS

- Management in Intellectual Property Disputes
- The Distinct Challenges of Eastern Europe and Russia
- Leadership from the Judiciary
- Revisiting Public Policy Initiatives in Europe
- Case Studies of Industry-Specific Mediation Initiatives
- Teaching Conflict Management in Europe
- The Status and Challenges of European Commercial Mediation Centers
- The Role of Organizational Ombuds in Corporate Conflict Management
- Building Conflict Management into the Law Firm
- Corporate Models of Community Problem-Solving

## FACULTY WILL INCLUDE

### GILLES BLANCHI

Head of International Project Development  
ADR Center  
Rome, Italy

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Nottingham Law School  
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Union International des Avocats  
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Milan, Italy

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Fort Worth, Texas, USA

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Ombudsman  
International Monetary Fund  
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British American Tobacco plc  
London, England

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European Parliament  
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Ballerup, Denmark

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Director Intellectual Property  
Akzo Nobel N.V.  
Arnhem, Netherlands

### MANON SCHONEWILLE

ACB Mediation Corporate Conflict Management  
The Hague, Netherlands

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Vice-Chairman, Corus Group plc  
London, England

### RAYMOND SHONHOLTZ

President  
Partners for Democratic Change  
San Francisco, California, USA

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European Commission  
Brussels, Belgium

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Russian Union of Industrialists and Entrepreneurs  
Moscow, Russian Federation

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Vice President  
Russian Mediation Center  
IKEA Russia, PR Manager  
Moscow, Russian Federation

### VERA VAN HOUTTE

Stibbe  
Brussels, Belgium

### HANS VANHOUTTE

Belgian Center for Arbitration and Mediation (CEPANI)  
Brussels, Belgium

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President, Belgian Supreme Court  
Brussels, Belgium

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Legal Director, Europe  
Northrop Grumman Corp.  
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### LORD WOOLF OF BARNES

Lord Chief Justice of England and Wales  
London, England

La Bourse



**“CPR is the setting in which some of the world’s most sophisticated ADR professionals gather to talk. It is the place to go to hear about the newest developments in the field and to connect with people who put them into practice. CPR attracts a mix of General Counsel, senior partners, and leading academics who come together nowhere else. My advice is to bring your ‘A’ game to CPR meetings – it’s what you’ll find yourself playing.”**

— PROFESSOR  
DWIGHT GOLANN,  
Suffolk University  
Law School

## BONUS EVENTS

### PRE-CONGRESS WORKSHOP ON NEGOTIATION SKILLS

#### Tuesday and Wednesday, 25-26 October

CPR has been fortunate to assemble a multinational team of expert trainers for an intensive two-day course on negotiation skills for practitioners. The course will be held at Hotel Amigo on the two days immediately preceding the CPR European Business Mediation Congress.

Experienced trainers from France, the United States and Belgium will offer an intensive interactive workshop in interest-based negotiation principles and skills, with an emphasis on how to overcome barriers imposed by different cultures, languages, or economic and political contexts. The workshop is designed for the practicing transactional business executive, and for counsel who negotiate deals or are charged with achieving negotiated settlements of complex commercial disputes.

This training provides hands-on experience with interest-based bargaining and issues such as dealing with difficult bargainers, negotiating across cultures, and grappling with the cognitive forces that distort bargaining decisions. We will present theory, but will spend most of our time in interactive exercises, video analysis, and discussion of real-world problems. The instructors have negotiated and trained throughout the world.

Lectures and group discussion will be conducted in English, but participants who prefer to speak in French or Italian may do exercises and talk with the instructors in those languages.

Les conférences et les discussions de groupe se tiendront en anglais, mais les participants qui préfèrent s'exprimer en français ou en italien pourront participer aux exercices et s'adresser aux animateurs dans ces langues.

Le lezioni e le esercitazioni saranno condotte in lingua inglese. I partecipanti potranno interagire con i docenti e svolgere le esercitazioni anche in francese e in italiano.

The cost of this Advanced Workshop on Negotiation Skills is €1250/\$1625. Those wishing to attend both the Workshop and the Business Mediation Congress will receive a 50% discount on the Registration Fee to the Congress, for a total cost of €1600/\$2080. However, this discount will be available only to registrants who enroll and submit full payment prior to 15 July.

### ABA SECTION OF INTERNATIONAL LAW

2005 Fall Meeting – Brussels, Belgium

#### Special Offer To Attend Six Dispute Resolution Programs

Wednesday, 26 October, 2005 (all day – four programs)

Friday, 28 October, 2005 (afternoon – two programs)

Exclusive opportunity for registrants at the CPR Brussels conference to attend six Litigation and Arbitration programs presented at the 2005 Fall Meeting of the American Bar Association Section of International Law on Wednesday, 26 October and the afternoon of Friday, 28 October. The ABA International Section has worked closely with CPR to assure that these programs, featuring world-class speakers who are experts in their field, cover different subjects from, and thus complement, the CPR Congress. The registration fee (€500/\$640) for these programs includes a luncheon and the Section's opening reception at the SAS Radisson Hotel on Wednesday, 26 October as well as the Section's closing dinner at the Palais D' Egmont on Friday, 28 October. Brief program descriptions are set forth in an accompanying brochure. Further details on all programs, and the rest of the ABA International Law Section's Fall Meeting are available at <http://www.abanet.org/intlaw/fall05/brussels.html>.

### CONTINUING LEGAL EDUCATION CREDITS (CLE)

CPR has been certified by the New York State Continuing Legal Education Board as an Accredited Provider of continuing legal education in the State of New York from July 2004 to July 2007.

Financial Aid Policy: CPR may in its discretion waive meeting registration fees for faculty of CPR Meetings who are individuals in academia, the government or the judiciary. CPR also in its discretion may waive meeting registration fees for its public members. For more information, E-mail [info@cpradr.org](mailto:info@cpradr.org).

**“The European Business Mediation Congress at The Hague proved to be the perfect venue for jump-starting CPR’s international initiative – a great meeting!”**

— PHILLIP M. ARMSTRONG, Principal Counsel, ADR & Litigation, Georgia-Pacific Corporation

## WHO ATTENDS?

The First CPR European Business Mediation Congress was attended by over 120 of the most prominent members of the International business and legal community, including representatives from:

Georgia-Pacific Corporation	Blackwell Sanders Peper Martin LLP	Heussen
Equitas Ltd.	Wellington Underwriting Agency	Seimens Corporation
MAN Ferrostaal AG	Covington & Burling	Kaye Scholer LLP
Freshfields Bruckhaus Deringer	GE Oil & Gas	Baker Botts LLP
EVERSHEDS	ADR Center Srl	Kenyon & Kenyon
Allen & Overy	Heller Ehrman LLP	ALG Europe, S.A.
Piergrossi Villa Bianchini Riccardi	Gide Loyrette Nouel	Conoco Phillips
Cameron McKenna	Hammonds	Johnson & Johnson
Shell International	Baker & McKenzie	Northrop Grumman Corp.
Basic Element Company	British Nuclear Fuels plc	DLA LLP
British American Tobacco plc	Hogan & Hartson LLP	Royal Dutch KPN Telecommunications
De Brauw Blackstone Westbroek	Paranova-Gruppen A/S	Schnellenberg Wittmer

La Maison Du Roi (Grand-Place)



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**“CPR is a wonder-  
ful organization  
and I find the  
membership  
meetings to be  
productive and  
intellectually  
stimulating. I  
think the organi-  
zation is doing  
great work.”**

— CARLA HERRON,  
Group Counsel –  
Litigation, Royal  
Dutch Shell Group  
of Companies