

Mnookin Addresses ADR Group Conference



Professor Robert Mnookin, Chair of the Program of Negotiation, Harvard Law School provided the key note address at the annual ADR Group Mediation Conference in Oxford on 6 December 2011.

Focusing on the challenges of negotiating in difficult scenarios where the parties or circumstances are hostile, he provided colour examples of techniques that could be utilised by mediators. Drawing on over 40 years of negotiation experience within governments and organisations, he provided invaluable insight and commentary on whether to fight or negotiate when bargaining with the devil.

An accomplished mediator in his own right Mnookin, was challenged and tested in his theories by some of the UK's most accomplished mediators and diplomats.

The conference was also privileged to be addressed by The Minister of Justice for the Republic of Slovenia, Aleš Zalar who provided an insightful overview of some of the political developments arising from the euro-zone crisis and how negotiation techniques were being employed. His central theme was of change in modern democracies and whether change should be achieved through change of government, change of governance or negotiation [mediation].

The conference was organised by ADR Group, the UK's leading mediation organisation and attended by over 225 professional mediators, lawyers, diplomats and international guests. Other speakers included Professor Peter Tufano, Dean and Professor of Finance of the Saïd Business School, Richard Whittingham, Chairman of ADR Net Ltd and Joshua Rozenberg, legal correspondent.

Michael Lind, Managing Director of ADR Group, commented: *"It was a great honour and privilege to be addressed by one of the world's great negotiators and thought leaders. Professor Mnookin was truly inspirational and covered a challenging topic with consummate ease, professionalism and relevance to the assembled audience of experienced ADR Group mediators. ADR Group conferences are renowned for excellence and ideal opportunities for informed debate on topical issues concerning mediation and negotiation. It is pleasing to complete a positive year of growth for the ADR Group with an enormously successful conference."*

The conference concluded with dinner at Jesus College in central Oxford, one of the city's oldest and most unique venues.

Ends
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