



INDIAN INSTITUTE OF MANAGEMENT CALCUTTA

ADVANCED PROGRAMME IN MEDIATION AND ARBITRATION

 Programme Director: Prof. R. Rajesh Babu

 Programme Dates: February 06 - 09, 2023

 Programme Venue: MDC, IIM Calcutta



INTRODUCTION

Resolution of commercial disputes and the cost of litigation impose considerable burden on firms and their current and future business relationships. Studies reveal that litigation and related costs have become unsustainably high and figure among the top expenditure on the corporate balance sheet. Effective management of dispute and use of alternative dispute resolution mechanisms such as arbitration, conciliation, and mediation provide the disputing parties control over the dispute settlement process and reduce cost without

imposing undue strain on business relationships. Mediation and conciliation offer the dispute parties a win-win model, findings solutions for disputes while strengthening commercial relationships. Whereas, the adversarial Arbitration process provides parties with an effective and time-bound resolution of disputes.

A robust dispute resolution strategy requires the firms and the professional intermediaries (mediators and arbitrators) a comprehensive understanding of the options, tools and skillsets for the smooth and effective resolution of the dispute. The **Advanced Programme in Mediation and Arbitration** shall provide the participants with a strategic understanding of the Mediation and Arbitration to enable them to find a sustainable and effective resolution of current and future problems.

OBJECTIVES:

The objective of the programme is to enable participants to understand:

- Conflict resolution options and strategy for business,
- Legal framework and techniques for organizing and managing commercial disputes,
- Soft skill essentials for consensual dispute resolution,
- Legal and procedural framework for mediation and conciliation,
- Legal and procedural framework for arbitration, and
- International aspects of mediation and arbitration



PEDAGOGY

Case-based discussion and exercise; Role Plays; Lecture Presentations, simulation exercises



WHO MAY ATTEND

Senior and Mid-level management professionals, in-house counsels, aspiring arbitrators and mediators.



KEY TOPICS

1. Introduction to dispute settlement options and strategy for business

2. Soft skills and negotiating techniques for commercial dispute resolution:

- Individual's listening and responding styles
- Conflict and conflict resolution: Behavioural Perspective
- Practical exercises and role play

3. Mediation and Conciliation:

- Concept, practical exercises and role play
- Regulatory framework and settlement agreement
- International dimensions of mediation

4. Arbitration:

- Arbitration Agreement
- Arbitration Tribunal: powers and role
- Making an Arbitral Awards: Remedies, cost, interest
- Role of Courts: Challenges and appeal
- Recognition and enforcement of arbitral awards
- Investment Arbitration - state-to-state arbitration and state to company arbitration



PROGRAMME DIRECTOR

Prof. R. Rajesh Babu is a Professor of law at IIM Calcutta. He has more than two decades of experience in academia, inter-governmental organization and as a practicing lawyer. Prof. Rajesh Babu holds M.Phil. (International Law) and Ph.D. from Jawaharlal Nehru University, New Delhi and an LL.M. in Constitutional Law and Consumer Laws. Prof. R. Rajesh Babu specializes in the area of adjudication and dispute resolution in the domestic and international context and has conducted several training programmes on Arbitration, conciliation and mediation for corporate officials/managers from the public and private sector. He is a life member of the Indian Council of Arbitration (ICA) and the Indian Institute of Arbitration and Mediation (IIAM).

URL: <https://www.iimcal.ac.in/users/rajeshbabu>

PROGRAMME DETAILS

- **Duration:** February 06 - 09, 2023
- **Programme Commencement:** 9:00 AM on February 06, 2023
- **Programme Conclusion:** 2:00 PM on February 09, 2023
- **Venue:** Management Development Centre (MDC), IIM C Campus
- **Accommodation:** For Residential participants
 - **Check in:** February 05, 2023 (6:00 pm onward)
 - **Check out:** February 09, 2023 (2:00 pm)



PROGRAMME FEES

- **Residential (R):** ₹ 88,000/- plus taxes and surcharges as applicable.
- **Non-Residential (NR):** ₹ 78,000/- plus taxes and surcharges as applicable.

We would strongly encourage candidates to enroll as Residential participants, as the experience of an MDP is optimized in a full-immersion mode.

Discount on Programme fees:

A discount of 10% on the Programme fees can be availed by an organization if it nominates at least 4 participants for a particular MDP.

TERMS & CONDITIONS

- Participants would have to make their own travel arrangements.
- Accommodation at IIM C will be provided till 2.00 p.m. on the last day of the Programme. Participants staying beyond this time will have to bear additional stay and food charges, which they have to settle directly with the hospitality service provider, conditional upon room availability.
- Cancellation Policy: In case you/your nominated candidate(s) does(do) not attend the programme, 40% of the programme fees will be retained, as per policy.
- Executive Education Alumni: With effect from April 1, 2017, participants of IIM Calcutta's 'Open' MDPs who attend 20 days of learning through two or more Open MDPs will be eligible to apply for 'Executive Education Alumni of IIM Calcutta' status.



HOW TO APPLY

- You can apply/nominate your personnel by clicking on the “Apply Now” link corresponding to the particular MDP, as appearing on our online calendar available at: <https://iimcal.ac.in/mdp/mdp-calendar>
- Once the candidature(s) is (are) approved, the sponsoring authority or participant (in case of self-nomination) will be intimated over email along with the Payment Advice seeking programme fees in advance.
- Programme fees can be remitted online through Electronic Fund Transfer (NEFT/RTGS).
- Upon remitting the fees online, kindly intimate CMDP office with the UTRNo./relevant transaction details through email, so that we can connect your remittance to your nomination(s). Please note that confirmation of participation is subject to receipt of Programme fees by CMDP Office before commencement of the MDP.

IIM CALCUTTA’S RANKINGS AND ACCREDITATIONS

- Triple accreditations by AACSB (Association to Advance Collegiate Schools of Business), AMBA (Association of MBAs) and EQUIS.
- IIM Calcutta is the only B-school in India to be a part of the prestigious CEMS. (The Global Alliance in Management Education or CEMS (formerly the Community of European Management Schools and International Companies) is an international cooperation of leading business schools and universities with multinational companies and NGOs).
- IIM Calcutta has been ranked at No. 2 in India and 59 Globally in the Financial Times Executive Education Ranking 2022. IIM Calcutta had secured 2nd rank amongst all B-schools in India and 21st Globally, in Financial Times: Masters in Management Rankings 2020.



Our correspondence address is as follows:

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For all other details on administrative matters please refer to the ‘Guidelines for Participants’ on our website or e-mail to program_mdp@iimcal.ac.in