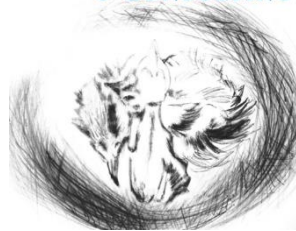


Report on Trainings Conducted by Bridge Mediation & Consulting Pvt. Ltd. as External Consultant to Indian Institute of Corporate Affairs

BRIDGE MEDIATION
& CONSULTING



June 2018

Impact of Previous Trainings

Name of Training Program:

40 Hours Training on Commercial Mediation and Negotiation

Locations:

New Delhi, Mumbai, Bengaluru and Chennai

Duration:

40 hours over a period of 6 days from 2 p.m. to 8.30 – 9 p.m.

The training module is as per the international format of 40 hours training customised as per Indian needs and a course module has been developed by the experts for this program (enclosed).

Types of Participants trained

- Senior Advocates- Litigations
- Law firm partners- Corporate and IPR practice
- Senior Chartered Accountants
- Company Secretaries
- Managing Directors and CEOs of companies
- Independent Directors
- Bankers working with SIDBI and IFCI
- Investment bankers
- Practising mediators
- Academicians in Corporate Law
- Government employees
- Law students

The training program received a very good response with approximately **150 participants** registering for the course in 2016 and 2017 (New Delhi and Mumbai) including senior practitioners and mediators. The training included a rigorous practical mock mediation session along with mock mediation and written evaluations. All mock mediation problems were based on commercial mediations conducted by the international or domestic trainers.

Participants trained by IICA Empanelled as Mediators under Section 442, Companies Act, 2013

As per Place of Training

Place of Training	Number of Participants Empanelled as Mediators
New Delhi	6
Mumbai	7
Bengaluru	7
Chennai	5
Total	25

Data as on April 5, 2017

As per Place of Empanelment

Place of Empanelment	Number of Participants Empanelled as Mediators
North	8
South	12
West	9

Place of Empanelment	Number of Participants Empanelled as Mediators
North West	3
South East	8
East	0
Total	40

Data as on April 5, 2017

List of Trainers Empanelled as Mediators

Name of Trainer	Place of Empanelment
Anuroop Omkar	North, North West and South East
Kritika Krishnamurthy	North, North West and South East

Data as on April 5, 2017

International Delegation for training from Bangladesh

The External Consultant also arranged through its connects in Bangladesh International Arbitration Centre for training of a delegation of 31 participants from Bangladesh. The first training on **International, Cross Cultural Civil & Commercial Mediation and Negotiation** was held at Board Room, Indian Institute of Corporate Affairs, Manesar, Gurugram from March 25 to March 29, 2018. The training was conducted every day from 9 am to 7 pm. The training module was as per the international format of training and a course module has been developed by the experts for this program.

The training program was conducted exclusively for the delegation of professionals from Bangladesh International Arbitration Centre. The training program received a very good response with **31 participants** registering for the course including bank managers, regulators from Bangladesh Bank and Bangladesh Securities Exchange Commission, bureaucrats from Ministry of Defence, Government of Bangladesh and practising advocates from Supreme Court of Bangladesh. The training included rigorous practical mock mediation sessions along with mock mediation.

Some of the key organizations from where we had training participants are as follows:

- Infrastructure Development Company Ltd. (IDCOL)
- National Board of Revenue (NBR)
- Karnaphuli Fertilizer Company Limited (KAFCO)
- Square Pharmaceuticals Ltd.
- Mutual Trust Bank Ltd.
- Ministry of Defence, Government of Bangladesh

Report on Mediation Trainings

- Maximum chamber
- Dhaka Bank Ltd.
- Bangladesh Bank
- IFIC Bank Limited
- AF Hassan Ariff & Associates
- Islami Bank Bangladesh Limited
- The City Bank Limited
- Bangladesh Security Exchange Commission
- Financial Institutions Division, Ministry of Finance

Corporate Sponsors

Our initiatives are conducted with the support and collaboration of industry and stakeholders for maximum effect. The following commercial bodies are sponsors of our training programs for 2016 and 2017:

- IFCI Ltd. (Scholarship for Employee Participants- 2017)
- GAIL Ltd. (Scholarship for Employee Participants- 2017)
- EBC Publications (Stationery and Participants Sponsor- 2017)
- Oakbridge Publications (Publishing Sponsor-2017)
- Small Industries and Development Bank of India- SIDBI- (Silver Sponsor-2016)
- LexisNexis Publications (Publishing Sponsor-2016)
- Bio Innovation Centre, Bangalore (Participant Sponsor- 2017)
- Ministry of Consumer Affairs, GOI (Participants Sponsor- 2016)
- Bombay Chamber of Commerce and Industry (Venue Partner-2016 and 2017)
- Madras Bar Association (Venue Partner- 2016)
- Manupatra (Stationery Sponsor- 2016)

Media Partners

The details of training program and academic material related to commercial mediation is promoted through online media partners of the training program. The list of media partners is as follows:

- Legally India
- Indian National Bar Association
- Lawyers Club India
- CA Club India
- iPleaders
- Lawctopus
- India Law Journal
- Bar Hacker
- Law Sikho
- Lexsite
- Law Mantra
- Lex Hindustan
- Law Lex
- Law Updater

Positioning at Important Conferences and Events

GLOBAL POUND CONFERENCE

The Mediation segment of Indian Institute of Corporate Affairs was recently positioned at the seminal event Global Pound Conference as a Local Partner in its India series.

INDIAN MEDIATION WEEK BY WEST BENGAL NATIONAL LAW UNIVERSITY OF JURIDICAL SCIENCES, KOLKATA

Based on being the organizers of the training program, Indian Mediation Week has collaborated with Indian Institute of Corporate Affairs (IICA) for nominating an independent jury to recognize the contributions of top ten individuals in the field of mediation in India.

Financial Feasibility of Trainings

All trainings conducted by Bridge Mediation and Consulting Pvt. Ltd. have been financially self-sustaining and have also generated profits for Indian Institute of Corporate Affairs. Indian Institute of Corporate Affairs also retains 15% of turnover as notional expenses post which the profits have been generated additionally.

Profile of Trainers

Stefano Cardinale



Mediator & Trainer (European Union)

Mr. Cardinale is currently a member of the order in Rome and Barcelona, where he practices as a lawyer, professional negotiator, mediator, international management consultant and trainer. He is external independent expert of the EU Commission. He is co-founder, partner, mediator and trainer of Deconflict, an ADR provider and the first Italian mediators training center authorized in 2006 by the Italian Minister of Justice. He is founder and CEO of SC Legal Consulting, which in 2015 merged with other 2 Italian law firms to create an international network of law firms, Legal and Consulting International. In 2012 Mr. Cardinale co-founded Medialogos, a non for profit organization for the promotion of mediation and peaceful conflict resolution in family, criminal, educational and environmental matters. Presently he is international & comparative ADR lecturer at Universidad Abat Oliva CEU, Barcelona campus. He is mediators trainer in many prestigious Indian Universities, such as Gujarat National Law University, National Law University Jodhpur and Tata Institute for Social Sciences (India). He has been guest speaker in international conflict management and mediation lectures at the World Trade Center of San Diego, at University of California San Diego (USA), at the American Chamber of Commerce of Milan, at the International Development Law Organization, at Magna Graecia University of Catanzaro, at Verona University, at Padova University (Italy), at Kharkov Law School (Ukraine), at Bar Council of India Golden Jubilee Celebrations in 2012 (India). In 2011 he was trainer of crisis negotiation techniques for police officers at "Scuola Superiore dell'Amministrazione dell'Interno" (SSAI) in Italy. He co-authored the book "Mediation and Conciliation, law, Comparative and International" published by Cedam in 2011.

Anuroop Omkar

Mediator and Trainer



Anuroop holds a B.Com. LL.B. (Hons.) degree from Gujarat National Law University, Gandhinagar, India. He is a professional Mediator and Negotiator trained from U.S.A and Europe. He has co-authored the Indian legal best seller titled “The Art of Negotiation and Mediation- Wishbone, Funny bone & a backbone” published by LexisNexis in 2015. He is the youngest appointed mediator at Delhi Dispute Resolution Society, Ministry of Law and Justice, Government of Delhi. He is also on the panel of mediators of National Company Law Tribunal and National Company Law Appellate Tribunal. He practices online dispute resolution under the panel of Online Consumer Mediation Centre, National Law School of Indian Universities, Bengaluru.

Anuroop actively engages in commercial negotiation with cross cultural experience of Italy, Spain, United States of America, France, Japan and various local cultures of India. Although mediation is his passion, he is also a corporate lawyer and his areas of expertise are Corporate and Commercial Laws specially Private Equity, Joint Ventures, Mergers and Acquisitions (M&A), Start-up Advisory, Business Restructuring, Setting up NBFCs and further compliances.

He is part of various policy initiatives such as the committee appointed by Ministry of Corporate Affairs, Government of India for providing inputs in the drafting of the mediation rules under Indian Companies Act. He is also Member of drafting committee of proposed mediation legislation of India under the aegis of National Law School of India University (NLSIU), Bengaluru. He is Exclusive Trainer and course consultant to Indian Institute of Corporate Affairs, Ministry of Corporate Affairs, Government of India for training program on commercial mediation and negotiation. He is a consultant to Bombay Chamber of Commerce and Industry for setting up and operation of commercial mediation centre.

He is a member of International Centre for Alternative Dispute Resolution (ICADR), Ministry of Law and Justice. He is an Expert Contributor for NCLT & NCLAT Member Induction Training Programme on Mergers and Acquisitions and Alternate Dispute Resolution. He is a visiting faculty to SIDBI MSME International Training Institute (SITI), Bhubaneswar, and National Law University and Judicial Academy, Assam (NLUJAA). He is part of WB National University of Juridical Sciences Industry-Academia Panel.

Kritika Krishnamurthy

Mediator and Trainer



Kritika has completed her education from Gujarat National Law University, Gandhinagar. She is a Commerce topper from Nagpur division, Maharashtra for the year 2007 and a recipient of Dhirubhai Ambani Foundation Scholarship and Maharashtra Government Scholarship from 2007-12. She has co-authored legal best seller titled “The Art of Negotiation and Mediation- Wishbone, Funny bone & a backbone” published by LexisNexis in 2015.

She is an empanelled mediator for commercial disputes with National Company Law Tribunal of India and Consumer dispute forum of National Law University of Indian Universities at Bangalore. She is a consultant to the Ministry of Corporate Affairs on mediation and negotiation. She is also an external consultant to Bombay Chamber of Commerce and Industry for setup and operation

of commercial mediation centre. Kritika is also a corporate lawyer. Her practice areas include General Corporate, Mergers & Acquisitions, Private Equity, Alternate Dispute Resolution (Mediation), sector advisory in Power, Pharmaceuticals and Information Technology. She also has three years' parallel experience in Direct Tax and International Taxation.

Kritika has regularly conducts trainings in negotiation and mediation. She has developed curriculum and course material for mediation trainings in Gujarat National Law University (GNLU), National Law University Jodhpur (NLU-J), Tata Institute of Social Sciences, Mumbai (TISS) and Indian Institute of Corporate Affairs.

She is a Fellow of World Mediation Organization (WMO), Berlin, Germany. She is a Member of Review Committee of Ministry of Corporate Affairs for Section 442, Companies Act, 2013 on mediation and WB National University of Juridical Sciences Industry-Academia Panel. She is one of the Expert Contributor for NCLT & NCLAT Member Induction Training Programme on Alternate Dispute Resolution. She actively engages lectures at SIDBI MSME International Training Institute (SITI) and Indian Society of International Law (ISIL).

Arshaluys Mushkambaryan

Psychology & Body Language Expert

Ms. Mushkambaryan is a Lecturer in the Department of Political processes and technologies at the Russian-Armenian (Slavonic) University, Armenia where she conducts courses on Conflict Resolution & Negotiation Management and Psychology of Negotiations. She also regularly conducts trainings on Non-verbal communication in Mediation for ADR Partners LLC.