


Awareness Program on Prevention of Conflicts and Legal English as a Second Language



COURSE SYLLABUS

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Course Description

Today many professionals around the world are concerned with finding new ways to do business, especially if they are deal in international business. The growth of the international business, cross culture communication, international commerce and modern technology has begun to embrace a society that is multicultural. Global businesses that are comprised of companies, managers, law firms and attorneys need to be aware of and prepare their employees for international assignments and tasks.

Professionals, attorneys and business people who are dealing with international clients or colleagues are the ones that should attend this program. Particularly, the ability to prevent conflicts, to resolve them when they arise, knowledge about different legal systems, legal terms, combined with the ability to communicate in another language, in particular English, can be added as a competitive factor to the overall achievements of a professional, his personal career goals and nevertheless be more productive.

The importance and advantage of learning these topics is vital and increases day by day.

Cross culture negotiation, prevention of conflicts, and resolution of conflicts with alternative dispute resolution methods such as Mediation, and Legal English as a second Language – all these are comprised in a comprehensive course designed for professionals who work in the international legal and business environment.

Goals and Objectives

This course will provide an opportunity for an in-depth study and analysis of the roots of negotiation, mediation as an alternative dispute resolution method, prevention of conflicts and legal English as a second language on a practical level. Visits to the San Diego Superior Court with American attorneys will allow the students familiarize themselves with American legal system. Working next to international mediators and negotiators will allow the students to learn the terminology and gain practical experience.

Course Materials:

- Articles and materials to be distributed in class.
- Power point will be projected
- Handouts and materials

Course Schedule:

Part I. Cross-culture negotiation and prevention of conflicts

Part II: How to Manage a Conflict in the International Arena

1. Analyze Conflict
2. Manage Business Conflicts
3. Traditional methods of negotiation.
4. Alternative Dispute Resolution

Part III: Mediation

1. What is mediation?
2. How is mediation different from other forms of dispute resolution?
3. How mediation works: the mediation process
4. Mediation techniques
5. Characteristics of mediation: why mediation is effective
6. What are the advantages and disadvantages of mediation?
7. Who are the mediators?
8. How can you benefit from mediation?
9. International status of mediation
10. Reasons to mediate

Part III: Legal English as Second Language

1. American legal System
2. San Diego Superior Court Visit
3. Legal terms
4. American business traditions and customs: what you should know when you deal with an American professional



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