

Mediation and Business Coaching

(Full day training)

ORGANIZERS: The Association for International Arbitration (AIA) and Unternehmensberatung & Unternehmensorganisation (UBW).

DESCRIPTION: This one-day training program is designed to provide an introduction to the theory and practice of business-coaching evaluating the commonalities with mediation. Participants will learn how coaching works and what the benefits in daily business are. The seminar is suitable to everyone who is interested in learning more, in particular for lawyers, mediators, top and middle-management and aims to offer an understanding of how coaching can be implemented in their roles as leaders and how coaching for their employees can improve the business' performance. The seminar focuses on relevant introductory skills. It is suitable for those who are facing an increasing variety of challenges with the focus to get an additional benefit from coaching within their organizations. Mediators can experience coaching-tools and see how to use them e.g. in caucus.

LOCATION: AIA Offices, Louizalaan 146, 1050 Brussels

TRAINER: Dr. Bernhard Wisleitner, CMC



Dr. Bernhard Wisleitner is Certified Management Consultant, mediator, coach and trainer. He studied law at the University of Vienna, Austria, nourished by studies in economics.

He has held a variety of management positions on senior and chief executive level in national and international company groups. Among those were Banks including joint-ventures with insurances and truck-producers as well as customer-service-providers. He also was in the legal function including international M&A-projects in industrial company groups and, for more than a decade, CEO of a pension insurance for a group of liberal professionals. His consulting-specialization in training, mediation, coaching and project management began in 2004 and has grown in parallel as a result of his successful operational activities, accompanied by additional education in mediation in Vienna and Brussels, presentation skills (University of Vienna) and systemic counseling (Incite Academy).

DATE: March 6th, 2017

TIME: 9:30 - 18:30

LANGUAGE: English

REGISTRATION FEE:
200 EUR (excl. VAT)

Find out how mediation and coaching enhance business-performance

Change roles for one day

Evaluate your own questioning-technique

Compare how mediators and coaches act as facilitators

Work and interact more easily and productively

Agenda

09:30 - 11:00	Introduction Coaching Competences Q&A	14:00 - 15:30	Coaching in caucus Group-work Coaching and hierarchy Coaching questions I
11:00 - 11:20	Coffee break	15:30 - 15:50	Coffee break
11:20 - 13:00	Roles of a coach Conflict coaching Business mediation – coach the organization	15:50 - 17:00	Coaching questions II Group work
13:00 - 14:00	Lunch break (not included in the price)	17:00 - 17:10	Coffee break
		17:10 - 18:30	Group-work Discussion and summary

REGISTRATION FORM

First name _____ Last name _____
Occupation _____ Company _____
VAT number _____ Billing address _____

Telephone _____ Fax _____
E-mail _____

Fee:
Registration Fee 200 Euro (excl. VAT) – 50% discount for AIA-members

Place&Date _____ Signature _____

Tick this box if you are an AIA member and benefit from a 50% discount.

(Send this form to administration@arbitration-adr.org)
[Feel free to suggest future events or become partner to future events]
[For other AIA events, see: www.arbitration-adr.org/activities]
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