



**PAKISTAN INSTITUTE OF MANAGEMENT**

Ministry of Industries & Production, Government of Pakistan

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Monday, December 24, 2018

The Secretary,  
Ministry of Planning, Development & Reform  
Block "P" Pak Secretariat,  
Islamabad.

*F*  
*31-12.*

*A.S.*

**ZAFAR HASAN**  
Secretary

Mediation training course from Monday, 14 to 19 January, 2019 from 9:00 am to 6:00 pm

Dear Sir

Pakistan Institute of Management (PIM) is proud to launch Mediation Accreditation Course in collaboration with Pakistan Mediation Association (PMA) to develop the skills of DISPUTE RESOLUTION through mediation when needed in your field of expertise.

Pakistan has gone a long way in considering to reduce the burden on the judicial system by introducing ALTERNATE DISPUTE RESOLUTION (ADR) legislation which includes but not limited to:

- Section 89A of CPC, 1908
- Alternate Dispute Resolution Act, 2017
- Trade Resolution Act, 2017 (Draft)

This global practice not only helps in continuity of business relationships but will gain global recognition of the country in ease of doing business ranking. Mediation has already been adopted by Sindh Judicial Academy and Lahore Chamber of Commerce and Industry. In Punjab mediation courts are working under trained mediators.

Details of the Program are in the attached brochure.

Waiting to welcome your participants.

Thanking you

Yours faithfully

Muhammad Ovais  
Director Center of Excellence

*ALI RAZA BHUTTA*

*01/1/19*

**MINISTRY OF PLANNING, DEVELOPMENT & REFORM**  
**(Training/Estb-IV Section)**  
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No.4(5)Trg/Estb-IV/PDR/2018

Islamabad, the 2<sup>nd</sup> January, 2019

The nomination should reach this Section by 8<sup>th</sup> January, 2019. Ministry will not provide any funding.

*(Ayesha Javed)*  
Section Officer

All officers of Ministry of Planning, Development & Reform

Copy to:-

Project Director(Dev. Communications) is requested to enter/display the subject circular on Planning Commission's website

*Ministry will not provide funding.*  
*circulate.*  
*01/1/2019*  
*Asst*

Office of the Secretary  
Dy. No. 6800  
Date: 31-12-2018  
Estb-IV Section  
Diary No. 460  
Dated: 01-01-19  
SJS (Establishment)  
Dy. No. 80  
Dated: 1-1-19  
Additional Secretary Office  
No. 2/2  
3/1/19

Office of the Secretary

Dy. No:.....

Date:.....

# Pakistan Institute of Management

## Mediation Accreditation Course

### COURSE DESCRIPTION

Alternative Dispute Resolution or ADR has roots in informal System of Pakistan. Throughout the country and mostly in rural areas, council of elders in form of "Jirgas" and "Panchayats" has been dispensing accessible and cheap justice to communities. In last decade or so, ADR and mediation have been promoted for resolving community disputes, gender justice, and recently for commercial and private sector dispute settlements. The donor community in Pakistan also supports ADR/mediation initiatives in Pakistan.

### COURSE OBJECTIVES

- Skills in Mediation
- Learn Best Practices of Mediation
- Learn Pakistani Laws on Mediation
- Learn Negotiation Skills
- Become Certified Mediator

### WHO SHOULD ATTEND?

- Business leaders
- Corporate Managers
- Law Officers
- Procurement Managers
- Negotiators
- Social Workers

### COURSE OUTLINE

- Landscape of Alternate Dispute Resolution
- Phases of Mediation
- Verbal and Nonverbal Communication
- Negotiation Style
- Questioning Techniques
- Bargaining Techniques
- Zone of Potential Agreements
- Breaking the Deadlock
- Draft of Settlement Agreements
- Cases Appropriate for Mediation
- Self-Assessment

### TRAINING INVESTMENT

Rs 105,000/- training investment includes certificate, hands-on training, participant training kit, refreshment, lunch, and business networking.

**For details and registration please contact Center of Excellence**

Mr. Nazir Hussain Shah, cell no. 0344 2379728, 0321 2250649

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