

# VIAC – Questionnaire for Mediators

**1. Name:** Aloysius Goh (吴俊贤)

**2. Nationality:** Singaporean

**3. Contact information**

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LinkedIn: <https://www.linkedin.com/company/sagemediation>

**4. Education and professional experience (original profession; where did you study?):**

Bachelor of Laws (Second Upper Honours), National University of Singapore

Master of Laws, National University of Singapore

Master of Education, Boston College

Chief Executive Officer, Sage Mediation, 2019 to date

Chief Executive Officer, Singapore International Mediation Centre, 2016 to 2019

Head Mediation Unit, Singapore Ministry of Health (MOH), 2014 to 2016

General Counsel, Singapore Institute of Technology, 2010 to 2014

Company Secretary, MOH Holdings, 2008 to 2010

**5. Core area of current professional activity:**

Mediation and Conflict Management Training

**6. Accreditation in the field of ADR (including relevant trainings and connected qualifications):**

International Mediation Institute Certified Mediator

International Mediation Institute Certified Mediation Advocate

Singapore International Mediation Institute (SIMI) Certified Mediator

Singapore Mediation Centre (SIMI) Principal Mediator

Singapore International Mediation Centre (SIMC) International Mediator

Singapore State Courts Centre for Dispute Resolution (SCCDR) Associate Mediator

**7. Practical experience in mediation**

- How many (international) mediations have you participated in
  - More than 40
  - Administered by the International Chamber of Commerce (ICC), SIMC, SMC, SCCDR

- Finance, infrastructure, construction, procurement of goods and services, family property, shareholding, aviation, medical negligence, shipping, insurance
  - All the international matters had lawyers present to represent parties. More than half involved 3 or more parties, with one involving 5 different groups of disputants. 5 were done through a virtual platform (because of Covid-19 related travel restrictions) and the rest were in-person.
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- How often have you acted in a different function (e.g. consultant, expert)? 0
  
  - What other ADR-experience do you have? None.

**8. Languages (including levels)**

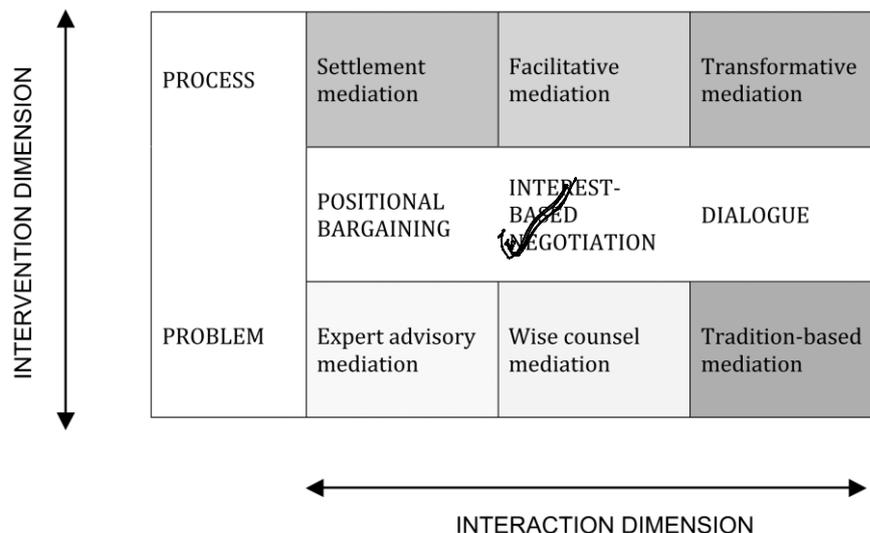
Mother tongue: English

Working languages (i.e. languages in which you have both a spoken and written command so that you may conduct mediation proceedings in this language): Mandarin

Basic knowledge: Nil

## 9. Style of mediation

Where do you see yourself? Please tick box as appropriate or indicate your preferred style.



© Alexander, Nadja (2011) "The Mediation Meta-Model - the realities of mediation practice," *ADR Bulletin*: Vol. 12: No. 6, Article 5. Available at: <http://epublications.bond.edu.au/adr/vol12/iss6/5>; see also here for a detailed description of the 6 mediation styles.

I have developed a unique "directive" approach which has a blend of settlement and facilitative mediation styles. This has proven useful for disputes involving Asian parties where they appreciate both a degree of self-determination and non-binding mediator-guidance when crafting the solution.

## 10. Please describe aspects of your personality which could be interesting to clients you are going to mediate; what would former clients emphasize in your work?

I invest much time to first listen to the parties and seek to grasp what are their deeper priorities. Where the parties encounter an impasse during the problem-solving process, I will draw on my own experiences from other negotiations and mediations to help them look at the dispute from different perspectives. This has often proven successful in not only achieving creative solutions but also helping parties gain emotional closure.

Clients have given encouraging compliments on my ability to grasp complex commercial arrangements, manage difficult parties, and perseverance to achieve sustainable and satisfying deals.

## 11. Publications and other activities in ADR related matters (e.g. training sessions, seminars, conferences, articles and others):

### Selected Training Appointments

Coordinator and Leader of the Aranda International Mediation Leaders Programme (sagemediation.sg/aranda)

Lead Trainer for Sage Mediation Programmes (sagemediation.sg)

Senior Associate Faculty for the Singapore Mediation Centre

Associate Faculty for the Singapore International Dispute Resolution Academy

Selected Conferences, Seminars and Symposiums

Spoken at multiple leading conferences including the IBA Annual Conference, IPBA Conference, International Mediation Symposium (Salzburg), Hangzhou Arbitration Conference, Delhi High Court Mediation Workshop, and KCAB Mediation Symposium, Beijing Arbitration Commission Belt Road Initiative Conference.

Selected Publications

“The Importance of Process Design When Selecting a Mediator for Cross-Border Disputes”, Who’s Who Legal, October 2019

“The Youth Shall Lead Us”, Mediate.com, August 2020.

**12. Memberships in mediation institutions / functions in mediation institutions/organizations:**

International Mediation Institute Mediation Advocacy Qualifying Committee

**13. Special expertise or specializations (please list a maximum of three) in your ADR-practice:**

Complex Commercial, Medical Negligence, Insurance

**14. Soft Skills (e.g. intercultural competences):**

Intercultural competence (particularly intra-Asia disputes and disputes involving Asian with non-Asian parties), corporate coaching, organization transformation

**15. How do you ensure your professional quality (e.g. coaching, practice supervision, etc)?**

I engage intensively in international mediation training and coaching with some of the leading mediators and conflict management experts around the world.

It is part of my practice after every mediation to have a 10 to 15min post-mediation call where the counsels can give me feedback on my conduct of the mediation.

**16. Date of birth:** September 1978

VIAC offers mediation practitioners the possibility to present themselves on its website. VIAC reserves the right to publish any presentations submitted and to remove it as the case may be. Parties are free to nominate a mediator of their choice and so is the VIAC Board when appointing a mediator. These presentations do not constitute recommendations but may assist the parties in choosing a mediator willing to conduct proceedings according to the Vienna Mediation Rules. The fact that a mediation practitioner appears on this list, does not authorize this person to use the title "VIAC-mediator".

- ✓ I have completed this questionnaire to the above to the best of my knowledge and believe they are accurate.
- ✓ I hereby consent that the data provided in this questionnaire may be processed for the appointment of mediators and published by VIAC. This includes in particular publication on the website of VIAC as well as use in any presentations, etc. This consent may be withdrawn at any time by contacting VIAC at our general contacts, in particular by email addressed to [office@viac.eu](mailto:office@viac.eu). The consequence of any such withdrawal will be that my data will no longer be processed by VIAC. For further information see our privacy statement at [www.viac.eu](http://www.viac.eu).

18 August 2020

Aloysius Goh

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Date

and

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Signature