

VIAC – Questionnaire for Mediators

1. **Name:** Prof. Dr. Nikos Lavranos, LL.M

2. **Nationality:** Dutch

3. **Contact information**

Address: Saenredamstraat 81

2021 ZP Haarlem

The Netherlands

Telephone: +31 6 25 24 94 93 (mobile)

Fax:

E-Mail: contact@nl-investmentconsulting.com

Website: www.nl-investmentconsulting.com

LinkedIn: <https://www.linkedin.com/in/nikos-lavranos-4a49085/>

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

- Max Weber Fellow 2008-9 (EUI, Florence)
- Dr. jur. in International & European Law (Maastricht University, 2004)
- LL.M in International Economic Law (Maastricht University, 1997)
- Law degree (J.W. Goethe University Frankfurt, 1997)

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

- Professor and researcher for International Investment Law and EU law
- Legal consultant
- Trainer & adviser for treaty negotiations
- Arbitrator, expert witness, mediator

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

- Mediator for the Energy Community (appointed in Feb 2017)

https://www.energy-community.org/portal/page/portal/ENC_HOME/AREAS_OF_WORK/Dispute_Settlement/Centre/Panel

7. **Practical experience in mediation**

- How many (international) mediations have you participated in
 - as single/co-mediator/in a team? 0
 - administered by an institution; under which Rules?
 - in which areas/fields?
 - how complex (*please provide examples, participation of lawyers/experts*)?

- How often have you acted in a different function (e.g. consultant, expert)?
1 as consultant
- What other ADR-experience do you have?

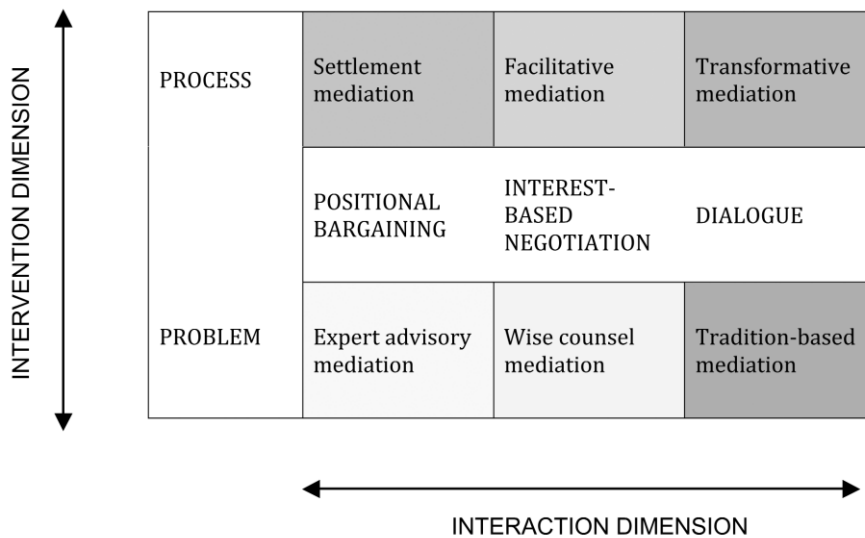
8. Languages (including levels)

Mother tongue – working languages:

- English
- German
- Dutch
- I understand and could read resources in: French, Italian

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.

Within the above illustratively shown table of the Mediation Styles, I see myself as a Mediator to tend to conduct the Settlement Mediation – Positional Bargaining – Interest based negotiation – Wise Counsel Mediation. In other words, I prefer to conduct mediations in a friendly, open and professional way, and also to encourage discussion and open exchange of views between the parties, in a way to encourage them to try to find a solution of mutual interest, in order to preserve and reestablish relations which they might have burdened or even lost with long term dispute and litigation.

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?

Efficient, friendly, compassionate, professional, creative, knowledgeable, with proactive approach

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

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

- Board Member of the Association for International Arbitration (AIA) Brussels (since 2017), which also includes a section for Mediators
- Mediator for the Energy Community (since 2017)

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

Investment treaty disputes, commercial contracts

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

- Giving comfort to parties that their problem/position is fully understood and taken into account.
- Listening to the parties, creating a sphere of trust and mutual understanding.
- Providing impartial, competent, and solution-driven suggestions to the parties.

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

Through permanent education, training, conferences and workshops.

16. Date of birth: 13-03-1971

I have completed this questionnaire to the above to the best of my knowledge and believe it is accurate. I understand that the above information will be used for VIAC's internal use and may be given to interested persons or may be published on VIAC's website.

Date and signature

18-3-2017

