

Conferences Presentations and Invited Lectures

2010

- **CRITICAL JUNCTURES IN MEDIATING HIGH STAKE DISPUTES. MASTERCLASS FOR ADVANCED MEDIATORS.** *Molengraaff Instituut voor Privaatrecht Universiteit Utrecht Utrecht, The Netherlands*, 3 December
- **MEDIATION IN A GLOBAL VILLAGE.** Cross-cultural and International Aspects of Mediation and Negotiation. *DHBW Ravensburg. Ravensburg, Germany* 22 October.
- **Mediation in Civil and Commercial Disputes.** *IBJ, BBMC, ADR Center, VOBA, PMR Europe. Brussels, Belgium* 17 September
- **ADR & MEDIATION ADVOCACY FROM THE USER'S PERSPECTIVE.** 9th International Mediation Interest Group Meeting. *WIPO. Geneva, Switzerland* 9 September.
- **CROSSING BORDERS.** 4th International Summer School on Business Mediation . *ISBM 2010. IFF, Kulturkonflikt. Admont, Austria* 19-23 July
- **TOOLS & TECHNIQUES OF THE BUSINESS MEDIATOR.** Guest lecture. *Hague University. The Hague, The Netherlands*, 1 June.
- **MEDIATION AND CIVIL SOCIETY IN EUROPE.** 3rd European Mediators Conference. *CEM, EMNI. Paris, France*, 28 June.
- **STAND DER UMSETZUNG DER MEDIATIONSRICHTLINIE IN AUGEWÄHLTEN LÄNDERN DER EU.** 61. DEUTSCHER ANWALTSTAG, *DAV, Aachen, Germany*, 13-14 May.
- **ABA 12th Annual Spring Conference of the Dispute Resolution Section,** *ABA, San Francisco, USA*, 7-10 April.
- **"LAWYERS IN ADR" Symposium,** *Utrecht University, NVVMA, ADRC*, as part of the EU EUROPEAN COMMISSION SPONSORED PROJECT. *Utrecht, The Netherlands*, April 22.
- **DEAL FACILITATION, USING MEDIATION TECHNIQUES AND A NEUTRAL IN NEGOTIATION,** Conference Preventive Mediation. *Utrecht University & Hogeschool, Utrecht, The Netherlands*, 20 April.
- **"LAWYERS IN ADR" Conference, MEDIATION OF CIVIL AND COMMERCIAL DISPUTES,** *ADRC, Thessaloniki Bar*, as part of the EU EUROPEAN COMMISSION SPONSORED PROJECT. *Thessaloniki, Greece*, 25 February.
- **Managing Risks and Getting Results: How to Use Mediation Effectively in International Business Disputes.** *ICC, ABA. Paris, France*, 11 February.
- **MEDIATION PRACTICES AROUND THE WORLD & MEDIATION EDUCATION IN THE NETHERLANDS.** *Ankara Bar Law Symposium. Ankara Bar, Ankara, Turkey*, 14-15 January.

Publications

Books and Chapters in Books

2010



Fox, K.H., M.A. Schonewille & E. Cuhadar Gurnkaynak.
[‘LESSONS FROM THE FIELD’, FIRST IMPRESSIONS FROM SECOND GENERATION NEGOTIATION TEACHING.](#)
IN: [VENTURING BEYOND THE CLASSROOM](#), vol. 2 of Rethinking Negotiation Teaching Series, edited by Honeyman, C., J. Coben & G. de Palo. St. Paul, MN: DRI Press, 2010.

[KLEINE TOOLKIT DEAL MEDIATION, OF LIEVER DEAL FACILITATION.](#)
In: PREVENTIEVE MEDIATION, edited by G. Frerks et al. DUTCH. Antwerpen Apeldoorn: Maklu, 2010.



[GAINING GROUND IN DIFFICULT NEGOTIATIONS](#)
Manon Schonewille & Felix Merks (eds).
Result ADR Negotiation Institute Series. Vol. 1. Training
‘Advanced negotiation & difficult conversations’ by Bruce Patton.
Apeldoorn / Antwerpen: MAKLU, 2010

[THE SECRETS OF GAINING THE UPPER HAND IN HIGH PERFORMANCE NEGOTIATIONS](#)

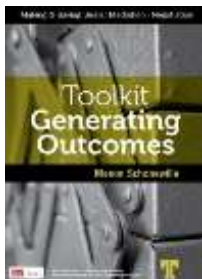
Manon Schonewille & Felix Merks (eds). Result ADR Negotiation Institute Series. Vol. 2. Training ‘High Performance Negotiation’ by Chris T. Voss. Apeldoorn / Antwerpen: MAKLU, 2010/2011.



MOVING BEYOND ‘JUST’ A DEAL, A BAD DEAL OR NO DEAL. Manon A. Schonewille and Kenneth H. Fox. Chapter 5 in: ADR in Business Practice and Issues across Countries and Cultures. Volume II Arnold Ingen-Housz (ed). Alphen aan den Rijn: Wolters Kluwer Law & Business, 2010/2011 .

Short version published in Secrets of gaining the upper hand in high performance negotiations.

2009



[TOOLKIT GENERATING OUTCOMES. MAKING & SAVING DEALS: MEDIATION – NEGOTIATION.](#) The Hague: Sdu, 2009.

Manon Schonewille, with key contributors for the international edition Prof Laurence Boule and Prof Jacqueline Nolan-Haley.

(Dutch version: [Toolkit Mediation](#). Resultaat bereiken als manager, mediator en onderhandelaar, 2nd edition. Den Haag: BJu, 2007)

[ZAKELIJKE MEDIATION](#), Eijsbouts & Schonewille. In: HANDBOEK MEDIATION, A.F.M. Brenninkmeijer, D. Bonenkamp, K. van Oyen, HCM Prein(ed.), 4th edition, chapter 15.7., DUTCH. The Hague: Sdu, 2009, p. 391-400





[KLEINE TOOLKIT MEDIATON ADVOCACY](#). In: REFLECTIE OP MEDIATION, G. Frerks, A. Jongbloed, F. Schonewille e.a. (ed.). DUTCH. Apeldoorn: Maklu, 2009. p. 97-112.

2007

[TOOLKIT MEDIATION ADVOCACY. DE KUNST UW CLIENT BIJ TE STAAN, IN MEDIATION EN BIJ ANDERE VORMEN VAN CONFLICTOPLOSSING](#). With contributions of Luc Demeyere, Ad Kil, Jacques de Waard & Piet Wackie Eysten. The Hague: Boom Juridische uitgevers, 2007.



[TOOLKIT MEDIATION. RESULTAAT BEREIKEN ALS MANAGER, MEDIATOR EN ONDERHANDELAAR](#), 2nd updated edn. The Hague: Boom Juridische uitgevers, 2007. First edition published in 2005.

Selected Articles

2008

- [CORPORATE GOVERNANCE, INTEGRAAL CONFLICT MANAGEMENT EN MEDIATION](#), Jan Eijsbouts & Manon Schonewille in Forum Conflict Management, The Hague, Sdu 2008/3.
- [DEAL-MEDIATION, OF LIEVER: DEAL-FACILITATION, EEN KENNISMAKING](#). TMD, Tijdschrift voor Mediation en Conflict Management, TMD, The Hague: Boom Juridische uitgevers (12) 2 (2008), 38–40.
- [GESLAAGDE SAMENSMELTING TUSSEN BEST PRACTICES EN DE NIEUWSTE INZICHTEN UIT DE WETENSCHAP. BOEKBESPREKING](#). Geschilafdoening in zakelijke contracten, van Ellen van Beukering-Rosmuller, Tijdschrift voor Conflictmanagement TMD, The Hague: Boom Juridische uitgevers, 2008-2, p.14-20.

2007

- Mediation en conflictmanagement in de praktijk: [TROUBLESHOOTING IN BEDRIJFSRELATIES. TRENDS IN DE ONTWIKKELING VAN CONFLICTMANAGEMENT IN HET BEDRIJFSLEVEN](#), Nederlands-Vlaams tijdschrift voor mediation en conflictmanagement TMD, The Hague: Boom Juridische uitgevers, 2007 (11) 1.
- [MIJLPAAL IN MEDITERRANE ADR](#), Tijdschrift Conflictmanagement, TMD, The Hague: Boom Juridische uitgevers, 2007-8, p. 123-125.

2006

- [EINSTEIN'S LESSONS IN MEDIATION](#), Michael Leathes, Bob Bulder, Willem Kervers & Manon Schonewille, Managing Intellectual Property, MIP, July-August 2006.

2005

- WINST MAKEN BIJ HET OPLOSSEN VAN GESCHILLEN, VM Magazine, 2- 2005.
- MEDIATION TOOLKIT VOOR JURISTEN The Hague: ACBMediation, 2005.

2004

- WINST MAKEN BIJ HET OPLOSSEN VAN INTERNATIONALE GESCHILLEN: de rol van mediation binnen conflictmanagement. In: HANDBOEK INTERNATIONAAL INKOPEN, 27e aanvulling. Deventer: Kluwer.
- MEDIATION TOOLKIT VOOR MANAGERS, The Hague: ACBMediation.

Surveys and Reports

2006

- [GESCHILOPLOSSING OP MAAT](#). Mediation als optie in de Milieukamer van de Afdeling bestuursrechtspraak van de Raad van State, Evaluatierapport pilot, 2006.
- Kwantitatief verslag Stichting ADR Centrum voor het Bedrijfsleven 1998-2004.

2004

- [WINST MAKEN BIJ HET OPLOSSEN VAN GESCHILLEN](#): conflictmanagement en mediation in Nederlandse ondernemingen, Den Haag: ACBMediation.

2003

- [GESCHILOPLOSSING OP MAAT, VOORONDERZOEK](#) naar mediaton bij de Raad van State, 2003.

2002

- ACB-IBR, [DRB Onderzoek en Reglement](#) (DISPUTE REVIEW BOARDS), November 2002.