



Building a Career in Commercial Mediation

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Dipl.iur. Jean-Christophe Barth-Coullaré, Executive MBA
Mediator SCCM | Swiss Chamber of Commercial Mediation

My credentials

Personal info: 44 years, binational of Germany and of France, in CH since 2009, married, two children

Background/education: Executive MBA, International Lawyer, Bankkaufmann, Accredited Mediator SCCM

Languages spoken: German, French, English, Spanish, Russian, Portuguese

What has shaped me and gives me energy:



Jean-Christophe Barth-Coullaré

- World Association of PPP Units & Professionals, ED
- Swiss Chamber of Commercial Mediation, Co-President
- European Champions Alliance, Supervisory Board
- In-house experience as Commercial & Contract Manager
- Now Strategic Counsel, Dealmediator and Independent Board Member in the APIA Swiss NED network



COMMERCIAL VALUE

Can you afford not
to do a mediation?



Agility, Speed & Flexibility





TRUST & BUSINESS SECRETS

psst!

Confidentiality and procedural efficiency



RETURN ON INVESTMENT

ROI

Bottom line | value driver | a lot of money saved & only a fraction in mediator fees



LICENCE TO NEGOTIATE

LTN

Self-determined decision-taking | both parties control the outcome



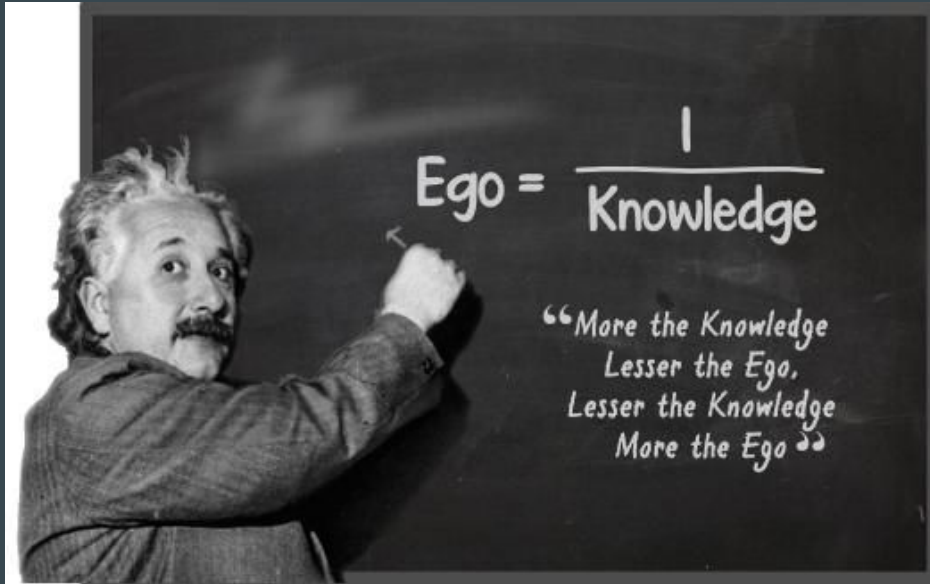
O V E R
80%

of mediated settlements hold



QUESTIONS HAVE MOMENTUM

“All resistance matches an unmet need” Keneth Cloke



**Diplomacy is the Art of
letting someone else
have your way.**

Daniele Vare, Italian diplomat 1880-1956