



CEDR Accreditation:	2003
CEDR Panel:	2020
Languages:	English Italian
Location:	Milan, Italy

Mario Dotti

“An excellent mediator. His ability to solve complicated cases is matched only by his courtesy and class.”

Overview

Mario began mediating in 2003, today he is a full-time mediator and neutral: Commercial mediator, group facilitator, arbitrator and Collaborative Practice professional.

Since year 2000, he has received extensive training on ADR and mediation, according to multiple approaches and models and with some of most important trainers worldwide (Ury, Cloke, Hoffman, Friedman, Golann, Mnookin, Folger, Morineau...). Mario holds a master degree in mediation at Università Cattolica del Sacro Cuore.

Professional Background

Mario is an accredited trainer on mediation by the Italian Ministry of Justice, and accredited trainer for CAM Camera Arbitrale di Milano in mediation and negotiation. He has delivered more than 20 training programs as teacher on mediation and negotiation, and is also a guest lecturer at the University of Milan-Bicocca on conflict management, mediation and negotiation. Authoring books and textbooks on mediation. Mario holds a law degree at Università degli Studi di Milano with full marks and has been practicing as lawyer since 1994.



Expertise

- Healthcare & Personal Matters
- Culture, Lifestyle & Sport
- Private Client
- Commercial & Corporate
- Industry, Energy & Environment
- Technology, Media & IP
- Construction, Property & Planning
- International Trade & Competition

Dispute Experience

Over 500 disputes mediated as sole mediator.

Areas of practice: commercial contracts, intellectual property, insurance, real estate, banking, defamation, environmental disputes, family business disputes, medical malpractice, probate and wills.

- Some recent highlight cases:
 - Insurance dispute between two insurance companies and a shipyard regarding the loss of a newly built ship burned down few days after the launch.
 - Contractual dispute between a city administration and an energy company about the district-heating service from a biomass power plant to the citizens.
 - Environmental dispute between the city administration of a large metropolis and some farming companies regarding the pollution of the soil of municipal land given in concession.
 - Family company dispute between brothers and cousins of a well-known Italian business dynasty.
- Mediator with the following national and international mediation providers: CAM - Camera Arbitrale di Milano, WIPO - World Intellectual Property Organization, Organismo di Conciliazione Forense di Milano, ECDR - European Center for Dispute Resolution and some private dispute resolution providers.
- CEDR accredited mediator.
- Online mediator appointed by the Italian Regulatory Authority for Energy, Networks and Environment (ARERA) for disputes between consumers and operators, from 2014 to 2017.
- Online mediator at Risolvionline ODR platform service by Camera Arbitrale di Milano, since 2003.

Personal Style

“Mario Dotti is a skilled and knowledgeable mediator both in national and international mediation.”

Mario frequently takes a facilitative, problem solving approach.

His focus is on helping the parties to establish a workable collaboration, to have a constructive dialogue, to gain a shared understanding about their dispute, to take the responsibility in finding solutions.

Qualifications

- Member of the Bar of Milano. 20 years of law practice as counsel and litigator in Milano.
- Litigated several cases towards Italian Courts (including Italian Antitrust Authority) regarding competition, copyright, trademarks, IP contracts, advertising.
- Decided a domain names dispute as panelist at the “.it “ ccTLD dispute resolution service of Camera Arbitrale di Milano (CAM).
- Arbitrated IP, IT and supply contracts cases, as sole arbitrator and co-arbitrator.
- Former experiences about internet disputes and ADR in the early days of the web:
 - Co-author of the first Italy’s Code of Conduct for Internet operators (1996)
 - Member of the Italian delegation at the EU Commission (DG XIII) Working Party for “Illegal and Harmful Content on the Internet” (1997)
 - Member of the working group promoted by the International Arbitration Chamber of Milan, AIIP (Italian ISP Association) and Italian Government’s Department of Justice, to study over the creation of an ADR structure for internet related disputes (1998).