



CEDR Accreditation:	2012
CEDR Panel:	2020
Languages:	English Greek
Location:	Canada

Victoria Liouta

Overview

Attorney, CEDR Mediator, Trainer of Mediators from IMC Canada, International Commercial Arbitrator, Fellow of CIArb, Negotiator, Facilitator. Work experience as Mediator facilitating international parties' negotiations and contractual disputes, Trainer of Mediators in Greece, Attorney representing parties in Mediations and Arbitrations in commercial, and shipping, contractual disputes, Insurance, Claims, Negotiations. Expertise and professional assistance to clients in commercial, business, insurance and shipping mediations and arbitrations worldwide and general contractual disputes.

Clients and parties in Mediation comment that my style facilitates their dialogue, being alerted on several levels while mediating, patient, remaining objective and self-controlled. Parties observed perseverance and demeanor as well as tact and respect to their emotional burden, dedication to the process, impartiality and approachability which inspires trust.

Professional Background

- Mediator of Commercial cases
- Trainer of Basic Mediation Training Program
- Teacher of International Commercial Arbitration/ADR and Negotiations at BCA College (in cooperation with Plymouth University)
- Lecturer at Greek University “Mediation in Shipping”
- Msc International Shipping, Finance and Management, Athens Economic University of Athens
- Judge at INADR Mediation Tournament in Greece
- Judge at the ICC International Mediation Competition in Paris
- Judge at IMLAM (International Maritime Law Arbitration Moot Competition)
- Trainer of School Teachers “The role of Mediation in Greece and its implementation at the school community, Peer Mediation”
- Managing Director of Vilmar International S.A - 2009 - Present
- Represent clients in International Shipping Mediations/Arbitrations)
- The American P&I Club (Manager of Greek Office) - 2005 - 2009
- Tomasos Brothers S.A (In-house maritime attorney at-Law) - 1998 - 2005
- IMS Shipping and Company (In-house maritime attorney at-Law) - 1996 – 1998
- Adriatic Tankers S.A (In-house maritime attorney at-Law) - 1993 - 1996

Expertise

- Banking, Finance & Insurances
- Commercial & Corporate
- Industry, Energy & Environment
- International Trade & Competition
- Healthcare & Personal Matters
- Technology, Media & IP
- Private Client

Qualifications

- Professional Education Certificate of Achievement -MIT, USA
- “Entrepreneurial Negotiations”
- Academy of Inner Science -Meditate & Mediate (William Ury and Thomas Hubl)
- Certified in “Advanced Mediation: Mediating Complex Disputes” -Harvard,
- Program on Negotiations Institute, USA
- Certified in “Family Mediation” -IMC, Canada
- Certified in “Advanced Mediation” -Resolvers Formation, Paris
- Certified in “Negotiations in Mediation” -Resolvers, Paris
- Certified in “Mediation Advocacy” -Resolvers, Paris
- Certified in “Negotiations Skills and Practice” -CEDR, London
- Certified in “Negotiations in Mediation” -Hellenic Negotiation Institute
- Certified in “Elements of Theory and Practice in Mediation from the Perspective of Psychology” -Hellenic Center of Mediation

Memberships

- Member of Hellenic Union of Mediators
- Member of CEDR
- Member of Examination Board of CIARB in London
- Member of Harvard Business Institute on Mediation and Negotiations
- Supporting Member of LMAA (London Maritime Arbitrators Association) London
- Member of PAMA (Piraeus Association of Maritime Arbitrators) Greece
- Member of WISTA (Women in Shipping and Trading Association) Greece
- Member of Mediation Committee of OPEMED (Organization Supporting ADR) Greece

Personal Style

I am known for my neutral, impartial, and professional style, which prioritizes trust, transparency, and respect. I foster an environment where all voices are heard and parties feel empowered to participate fully in the process. I also place significant emphasis on communication and follow-up, ensuring that agreements are clearly understood, implementable, and durable.

Overall, my mediation practice is guided by a commitment to transforming conflict into opportunity, preserving relationships, and achieving outcomes that balance fairness with practicality. I take pride in helping parties move from impasse to resolution in a constructive, collaborative, and respectful manner.

Publications

- *“On-Line Lab about Mediators’ Skills and Awareness”* Greece
- *“Mediation: Valuable key in Dispute Resolution”*, NAFS magazine in shipping field
- *“Shipping dilemma in Mediation”*, NAFS magazine in shipping field
- *“Which is the right moment to submit a case to Mediation?”* OPEMED (Organization Supporting ADR in Greece)
- *“Best Practices in Mediation with specific reference to real cases mediated”*, OPEMED (Organization Supporting ADR in Greece)
- *“Advocacy Mediation”* OPEMED (Organization Supporting ADR in Greece)
- *“Negotiations”* OPEMED (Organization Supporting ADR in Greece)

Seminars

- *“Which is the appropriate stage to submit a case to Mediation?”*
Municipality of Melissia, Attiki and Cholargos, Attiki
- Workshop *“Mediation in Shipping”*
WISTA Greece (Women in Shipping and Trading Association)

Webinars

- *“Bargaining with the Devil: Strategies and Techniques for Negotiating with Tough Opponents”* - Harvard, Program on Negotiations by Prof. Robert H. Mnookin
- *“What people really want: 5 Secrets to Successful Negotiating”* - Harvard, Program on Negotiations by Prof. Daniel Shapiro
- *“Thanks for the Feedback”* - Harvard, Program on Negotiations by Sheila Heen and Whitney Bennis
- *“Bullying at Workplace”* - Harvard, Program on Negotiations by Marie Mclquire
- *“Too early to mediate?”* - CEDR, London by Angy Rogers