**Victoria Liouta**

CEDR Accreditation: 2012

CEDR Panel Admission: 2020

*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.*

# education

**2018** International Commercial Arbitrator

**2018** Fellow of CIArb, London

**2015** Accredited Trainer of Mediators, IMC, Canada

**2012** Accredited Mediator, CEDR London

**1993** LL.M in Maritime Law, Southampton, UK

**1992** Law School of Athens

# WORK EXPERIENCE

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

# cERTIFIED training IN MEDIATION

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

**specialized WEBINARS IN MEDIATION**

“*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 Benns

“*Bullying at Workplace*” -Harvard, Program on Negotiations by Marie Mclquire

“*Too early to mediate*?” -CEDR, London by Angy Rogers

**SEMINARS – CONFERENCES – FORUMS as Speaker**

“*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)

**PUBLICATIONS/ARTICLES/TrainER**

“*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)

**MEMBERSHIP**

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