

## BIOGRAPHICAL DATA

**Mario F. DOTTI**

Via Visconti Venosta 3  
20122 Milano  
Italy

Telephone: +39 3476092672  
Email: [mario@mariodotti.com](mailto:mario@mariodotti.com)

Date of Birth: March 26, 1968  
Nationality: Italian



---

## EDUCATIONAL AND PROFESSIONAL QUALIFICATIONS

**Law Degree** at Università degli Studi di Milano with full marks (1994)

**Master's Degree** in Family and Community Mediation at Università Cattolica del Sacro Cuore (2014)

---

## LANGUAGES

Italian and English

---

## EXPERIENCE IN MEDIATION

**Full-time mediator** and neutral.

**500+ disputes mediated** since 2003 (commercial contracts, intellectual property, patents, environmental disputes, insurance disputes, real estate, banking contracts, medical malpractice, defamation).

Mediator with the following national and international mediation providers: **CAM – Camera Arbitrale di Milano**, Organismo di Conciliazione Forense di Milano, ECDR - European Center for Dispute Resolution, Mediamo, Resolutia.

**CEDR accredited** mediator.

Family mediator, group facilitator, Collaborative Practice professional.

**Accredited trainer in mediation by the Italian Ministry of Justice. More than 20 training programs** as teacher on mediation and negotiation. Two programs as teacher in collaboration **with Gary Friedman** in Italy.

**Accredited trainer for CAM – Camera Arbitrale di Milano** in mediation and negotiation

**Guest lecturer at the University of Milan-Bicocca** on conflict management, mediation and negotiation.

---

## PRESENT POSITION

Independent professional – mediator, neutral, negotiator, counsel, trainer

**CAM - CAMERA ARBITRALE NAZIONALE E INTERNAZIONALE DI MILANO [INTERNATIONAL CHAMBER OF ARBITRATION OF MILAN]**

Mediator, arbitrator, trainer (since 2003)

**ORGANISMO DI CONCILIAZIONE FORENSE [MILAN'S BAR MEDIATION BODY]**

Mediator (since 2009)

**MEDIAMO [ITALIAN MEDIATION PROVIDER]**

Mediator, trainer (since 2011)

**RESOLUTIA [ITALIAN MEDIATION PROVIDER]**

Mediator (since 2013)

---

**PROFESSIONAL TRAINING IN MEDIATION AND ADR**

2019	<b>CEDR Mediator Skills Training course + accreditation process</b>
2017	University of Florence - Advanced Mediation Course with <b>David Hoffmann</b>
2016	University of Florence - Advanced Mediation Course with <b>Ken Cloke</b>
2015	Center For Understanding In Conflict, California, <b>mediation training</b> program "Working Creatively with Conflict" with <b>Gary Friedman</b>
2015	AIADC – <b>Collaborative Practice</b> training
2014	Milan Bar Association – advanced mediation course with <b>Gary Friedman and Dwight Golann</b>
2014	ADR Quadra – <b>transformative mediation</b> course with <b>Joseph Folger</b>
2014	Scuola Facilitatori Milano – training program on facilitation techniques and processes with Pino De Sario
2014	Forum Legal Services – workshop on <b>mediation and negotiation</b> with <b>William Ury</b>
2012-2013	<b>Università Cattolica del Sacro Cuore Milano – Master Degree in Family and Community Mediation</b>
2013	ADR Center – workshop on <b>hostage negotiation</b> with <b>Jack Cambria</b>
2013	ADR Quadra – <b>transformative mediation</b> course with <b>Joseph Folger</b>
2012	Stage on <b>Humanistic Mediation</b> with <b>Jacqueline Morineau</b>
2012	WIPO - Workshop for <b>mediators in IP Disputes</b> with <b>Bob Mnookin and Gary Friedman</b>
2011	International Mediation Alliance - Workshop "Techniques & Strategies for <b>Effective Negotiations in Cross Border Disputes</b> with <b>William Ury</b>
2011	International Mediation Alliance Workshop on <b>Cross-cultural Mediation</b> with Irka Fuerle
2010	<b>Camera Arbitrale di Milano (CAM) – training program for commercial mediators according to Decree 2010/28 (Italian «mandatory mediation» law)</b>
2010	Camera Arbitrale di Milano (CAM) – course on <b>online mediation</b> with Graham Ross
2008	Gea Milano – workshop on managing emotions in legal practice with professor Fulvio Scaparro
2008	Camera Arbitrale di Milano (CAM) – course on <b>cognitive psychology and negotiation dynamics</b> with professor Rino Rumiati

2006	Camera Arbitrale di Milano (CAM) – workshop on <b>managing emotions in the mediation process</b> with professor Fulvio Scaparro
2004	WIPO - Workshop on Domain Names Dispute Resolution
2003	Camera Arbitrale di Milano (CAM) – <b>advanced course for mediators</b> with Jacques Salzer
2002	Camera Arbitrale di Milano (CAM) – <b>Master on arbitration procedures: “L’Arbitrato: fondamenti e tecniche”</b> .
2002	Camera Arbitrale di Milano (CAM) – workshop on communication techniques in mediation
2000	Camera Arbitrale di Milano (CAM) – training program on <b>mediation techniques (II): “Tecniche di conciliazione e mediazione: la fase conclusiva del procedimento”</b> with <b>Dwight Golann</b>
2000	Camera Arbitrale di Milano (CAM) – training program on <b>mediation techniques (I): “Tecniche di conciliazione e mediazione: vincere gli impasse della negoziazione”</b> with <b>Dwight Golann</b>
1998	Seminar by Euroforum, London: “ <i>Internet disputes: techniques and strategies for avoiding and resolving disputes in cyberspace</i> ”.

#### **MAJOR PUBLICATIONS on MEDIATION and ADR**

MARIO DOTTI “*Il punto di vista del mediatore: le peculiarità del processo comunicativo e negoziale nella mediazione ambientale*” IN DINI V., DOTTI M., GIAMPIETRO V., GIZZI D., LATTUILLE S., A cura di Giampietro L. “*Conflitti ambientali: mediazione, transazione, accordi*”, 2019, Wolters Kluwer  
(*article on mediator’s point of view about environmental disputes mediation*)

MARIO DOTTI E CRISTINA MENICHINO “*La mediazione, approcci e modelli*” In Danovi F., Ferraris F. (a cura di), “*ADR una giustizia complementare*”, 2018, Giuffrè Francis Lefebvre  
(*textbook on ADR systems in Italy - chapter on mediation approaches and models*)

MARIO DOTTI “*Le dinamiche della mediazione facilitativa problem solving*”  
In Danovi F., Ferraris F. (a cura di), “*ADR una giustizia complementare*”, 2018, Giuffrè Francis Lefebvre  
(*textbook on ADR systems in Italy - chapter on problem solving mediation models*)

MARIO F. DOTTI, *I nuovi generic top level domains*, in *Beltel - Telecommunications Strategies*, III/5 (5/98), Caspa, Milano, 1998, pagg.105-109.  
(*about the new gTLDs under the CORE gTLD-MoU*)

MARIO F. DOTTI, *Controversie su internet*, in *Beltel – Forum sulle Comunicazioni*, III/10 (11/98) Edizione speciale “*Alla vigilia del 2000*”, Caspa, Milano, 1998, pagg.129-136.  
(*envisaging possible Alternative Dispute Resolution methods for internet disputes*)

MARIO F. DOTTI, *Arbitrato virtuale: ci siamo!*, in *Beltel – Forum sulle Comunicazioni*, V/3 (3/2000), Caspa, Milano, 2000, pagg. 96-97.  
(*WIPO Arbitration Center for Domain Names Disputes starts up*)

---