Giulio Zanolla, Esq.

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Professional Role Mediator, Attorney, Educator

Work History Independent Mediator, Zanolla Mediation, 2014 - Present

Of Counsel, Thompson Bukher LLP, 2014 - Present Adjunct Professor, CUNY Law School, 2016 - Present

Supervising Attorney, Brooklyn Law School Mediation Clinic, 2013 - 2017

Associate Mediator, Weinstein Melnick LLC, 2013 - 2014

Associate Attorney, Lewis Brisbois Bisgaard & Smith LLP, 2011 - 2013 Assistant Mediator, Hon. Daniel H. Weinstein (ret.), JAMS, 2007 - 2010 Independent legal

consultant, self-employed, 2006 - 2010

International Project Officer, ADR Center SpA, 2005 - 2006

Studio Legale Zanolla - DeBenedittis, Trainee lawyer and Associate, 2003 - 2005

Experience

Over 15 years of experience as an international lawyer, mediator and arbitrator in the U.S. and Europe, specializing in the resolution of civil and commercial disputes. Worked on over 300 mediation cases, spanning from business ownership and dissolution disputes to class action litigation and complex cross-border commercial disputes, with an aggregate value of billions of dollars.

Worked on the resolution of disputes concerning contract interpretation issues, insurance coverage, securities laws, Directors' and Officers' liability, employment claims, intellectual property enforcement, antitrust actions, bankruptcy-related litigation, professional malpractice, product liability, and personal injuries. Mediated cases involving a broad range of industries including, finance, insurance, energy and natural resources, technology, healthcare, communications, entertainment, fashion, hospitality, consumer goods, legal and accounting services.

As counsel, advises domestic and international businesses in connection with corporate, contractual, insurance, product liability, dispute resolution, and intellectual property issues, particularly in connection with EU/US cross-border transactions. Clients include businesses operating in the manufacturing, energy, communication, healthcare, engineering, and consumer goods industries, as well as emerging Software-as-a-Service companies and other venture-backed start-up ventures.

Previously practiced as coverage and litigation attorney in the New York office of a national firm representing major insurance carriers in connection with D&O and professional liability insurance policies. Cases included shareholder litigation, securities claims, trustee recovery actions, and other bankruptcy-related proceedings.

Education

Benjamin N. Cardozo School of Law; LL.M., Concentration in Dispute Resolution; Dean's Merit Scholarship, Cardozo Mediation Clinic, Willem C. Vis (East) Int'l. Arb. Moot (HK), 2010

Sapienza University of Rome, Mitchell Hamline School of Law, ADR Center; Graduate diploma in cross-border transactions and ADR, 2005 University of Parma School of Law (Italy); JD, Thesis dissertation on Arbitration Law and ADR, 2003

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Mediation Philosophy

Proactive approach in designing and implementing resolution processes centered on the needs of the parties and the case. The focus is to allow all participants to explore, analyze and test all available options for resolution within a protected, confidential environment. Particular attention is given to preparatory activity before any inperson mediation session.

These activities include, a meticulous review of all relevant court documents and pre-mediation submissions to fully familiarize with the factual and legal issues in dispute as well as a continuing dialogue with the parties' representatives, jointly and separately, to learn more about the parties' views and concerns and to shape an efficient, custom-tailored process.

Scrupulous in discussing with, and advising, the parties on negotiation strategies, procedural options and creative impasse breaking techniques throughout the process. Brings relentless dedication to serve the parties' interests throughout the process, including with follow up activity when needed to shepherd the case through settlement after the conclusion of a mediation session.

Professional Associations

New York State Bar Association, Dispute Resolution Section, 2011 - Present American Arbitration Association, Panelist, 2016 - Present

FINRA, Panelist, 2017 - Present

International Institute for Conflict Prevention & Resolution, Panel of Distinguished Commercial Mediators, 2013-2019

Claims & Litigation Management Alliance, Claims College, School of Claims Mediation faculty, 2015 - Present

New York Peace Institute, Mediator Advisory Board member, Volunteer Mediator and Mediation Mentor, 2009 - Present

American Bar Association, Dispute Resolution Section, 2010 - 2017

Recent Publications

- Article: *Maximizing Mandated Mediation in D&O Coverage D sputes* (co-author John McCarrick, Esq.), The D&O Diary (dandodiary.com), Jan.23, 2019.
- Article: *How to Avoid Making Your Next Mediation a Waste of Time* (co-author Peter Halprin, Esq.), NYSBA Inside, Fall 2018, Vol.36, N.1.
- Article: Five Mediation Myths, Debunked, Dispute Resolution Journal Volume 71 Issue 4, 2016 published by Juris Net LLC;
- Article: *The New Italian Mediation Law: Experimenting With a "Soft" Approach to Mandatory Mediation*, JAMS Foundation Newsletter, Fall 2015, republished on the CPR ADR Blog in Feb. 2016.
- Book chapter: *The Variegated Landscape of Mediation, a comparative study in Europe and the World*, BOOM-LEMMA/ELEVEN, 2014, NL; author of the NewYork chapter;
- Book translation (English to Italian): *L'arbitrato e la Mediazione nei Paesi della Sponda Sud del Mediterraneo*, Wolters Kluwer International, 2007; edited by G. DePalo and M. Trevor, Italian translation together with S. Carmeli.

Citizenship Italy

Languages English; Italian

Locale New York, NY, USA / Milan, Italy