



**SUPPORT
LEAD
BENEFIT**

**IBA-VIAC
CDRC VIENNA**

**THE MEDIATION
AND NEGOTIATION
COMPETITION**

**CD 20
RC 24**

VIAC | Vienna International
Arbitral Centre



HISTORY

In 2015, the International Bar Association (IBA) and the Vienna International Arbitral Centre (VIAC) took an important step to ensure that the consensual dispute resolution processes mediation and negotiation, could become real game-changers in the future of international commercial dispute resolution. Both institutions teamed up to launch the first global consensual dispute resolution competition (CDRC):

The IBA – VIAC CDRC Mediation and Negotiation Competition.

Since then, we have established a global platform that connects current and future experts. Our Moot mimics near-real mediation and negotiation experiences. We team up with top universities and institutions from all across the world and offer one of the best learning and networking experiences for ADR enthusiasts worldwide. The IBA-VIAC CDRC now sets the trend for a totally fresh generation of handling disagreements, a whole new era of dispute resolution where parties take control over resolving their disputes as we continue to:



Impressions, Final's Banquet IBA-VIAC CDRC 2023

- promote and develop negotiation and mediation as forms of ADR.
- contribute to the practice, exchange, and growth of negotiation and mediation.
- facilitate intellectual exchange between professionals from various fields of ADR.
- connect students with professionals and experts.
- provide a unique forum for the exchange of best practices and new mediation and negotiation techniques.

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COMPETING

The IBA-VIAC CDRC has grown into one of the largest mediation and negotiation competitions globally. It is held annually in Vienna, Austria, and we now welcome more than 230 top students, leading international commercial dispute resolution experts, and volunteers to the CDRC. Our participants hail from almost 50 countries, representing all continents and many legal traditions. We are proud to call the IBA-VIAC CDRC a truly global event.

We base the IBA-VIAC CDRC on the current case of the world-renowned Willem C Vis Moot. The background story is: the VIS Moot arbitration has been stayed after the appointment of the arbitral tribunal so that the parties can attempt to mediate a settlement agreement. The case of the Willem C Vis Moot is augmented by additional confidential information that allows our Negotiator Teams to develop their strategies, best offers, and red lines. The combination of these features results in the near-real mediation and negotiation experience for the competitors.

World-leading dispute resolution experts assess the Mediator and Negotiator Teams. Our Expert



Competitors and Experts, IBA-VIAC CDRC 2023

Assessors help us score the performances of the competing Teams and provide each student with in-depth, valuable, individualised feedback after each session. This feedback is key to helping the students learn, improve, and grow during the IBA-VIAC CDRC.

The Expert Assessors also share their knowledge and experience in form of learning opportunities and they attend our networking events. Many lasting professional relationships have been forged during the IBA-VIAC CDRC.

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LEARNING

In 2023, we hosted the inaugural **IBA-VIAC CDRC Pre-Moot Conference**, and its theme “Reframing Dispute Resolution: Moving beyond Adversarialism and Optimising Outcomes by Melding Mediation and Arbitration” reflected not only the proud tradition of our cooperation with the Vis Moot, but also addressed very current affairs in dispute resolution.

Our leading international speakers offered their vast insights from an institutional, investor, and business perspective, and explored the synergies between the dispute resolution processes, dispelled misconceptions about combining them, and amplified the strengths and opportunities that combining these two processes can generate.

Each year, the IBA-VIAC CDRC also organises a **Masterclass and workshops**. Led by very experienced experts, the Masterclass examines the Vis Moot case from different angles and demonstrates how economic analysis can shape the negotiation strategy.

Our workshops, also offered by our experts, provide specific insights and general skills training on topics as diverse as mediation and negotiation techniques, cross-cultural communication, economic analysis, strategy and mediation practice.



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NETWORKING

We connect people. We connect ideas. We connect potential. We create opportunities.

Networking is an important part of the IBA-VIAC CDRC and we organise **receptions, lunches, breakfasts, and dinners** so that participants can meet, exchange and expand their networks. These side events are vital conduits for nurturing professional growth, fostering invaluable connections, and expanding one's horizons within the field of consensual dispute resolution. As we transcend geographical boundaries, they also create a global tapestry of dispute resolution expertise and participants forge professional relationships and friendships that span continents, enabling cross-cultural collaborations that enrich both their personal and professional lives.



And our social events serve as gateways to career opportunities. Sponsors, industry leaders, and legal experts attend, presenting a golden opportunity for seasoned and budding professionals to make an impression and even explore potential job openings or internships.



Our social events celebrate the spirit of community, where like-minded individuals come together with shared passions and goals.

They are the cradle of the #cdrcfamily and the home of the #cdrcspirit.

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SUPPORTING

The IBA-VIAC CDRC reaches a global audience of legal minds and professionals — and our supporters cherish the great opportunity to showcase their firm and institution to the top of the consensual dispute resolution professionals and its future leaders.

Being a supporter shows a commitment to fostering excellence in dispute resolution, and all contributions amplify the potential of future change-makers. And we know that being our supporter is not just about being seen; it is about being remembered! Thus, we offer our supporters great benefits:

- **Global Exposure:** On an international platform, reaching professionals and experts from around the world.
- **Industry Leadership:** In the field of dispute resolution, aligning the brand with innovation and excellence.



The splendor of the Festsaal, Rathaus of Vienna,
Final's Banquet IBA-VIAC CDRC 2023



- **Networking:** Access to a diverse network of professionals, including mediators, lawyers, academics, and government representatives.
- **Visibility:** Through strategic logo placement, social media shout-outs, and other promotional avenues.
- **Thought Leadership:** Showcasing expertise through workshops, speaking opportunities, and exclusive sessions.

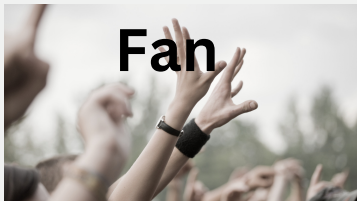
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SPONSORING



2.500 EUR

Logo on Website
Logo Matrix in Programm
Logo in Sessions
Logo in Common Room

Ad 1/4 page in Program

Workshop (optional)

2 Social Media Posts
Sponsor Announcement

1 Ticket to CDRC Events



7.500 EUR

Logo on Home Page
Logo Cover Small
Logo in Sessions and Final
Logo in Common Room

Ad 1/2 Page in Program

Speech Opening / Closing

4 Social Media Posts
Sponsor Announcement

2 Tickets to CDRC Events



15.000 EUR

Logo on Home Page
Logo Cover Large
Logo in Sessions and Final
Logo in Common Room

Ad 1 Page in Program

Speech Opening + Closing

6 Social Media Posts
Sponsor Announcement

4 Tickets to CDRC Events

We can prepare carefully designed, tailor-made sponsorship packages that align with different marketing objectives and suit a wide range of budgets. Just contact us, we are always happy to discuss individualised options that work well for your specific needs and interests.

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CONNECTING

Thank you for your interest in the IBA-VIAC CDRC, the pre-eminent global competition for top students who aspire to become leading future mediators and negotiators.

If you wish to participate as a Team, become an Assessor, or join us as a Volunteer, or you are considering becoming one of our valued supporters, and you have questions, just contact the directors of the IBA-VIAC CDRC.



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