



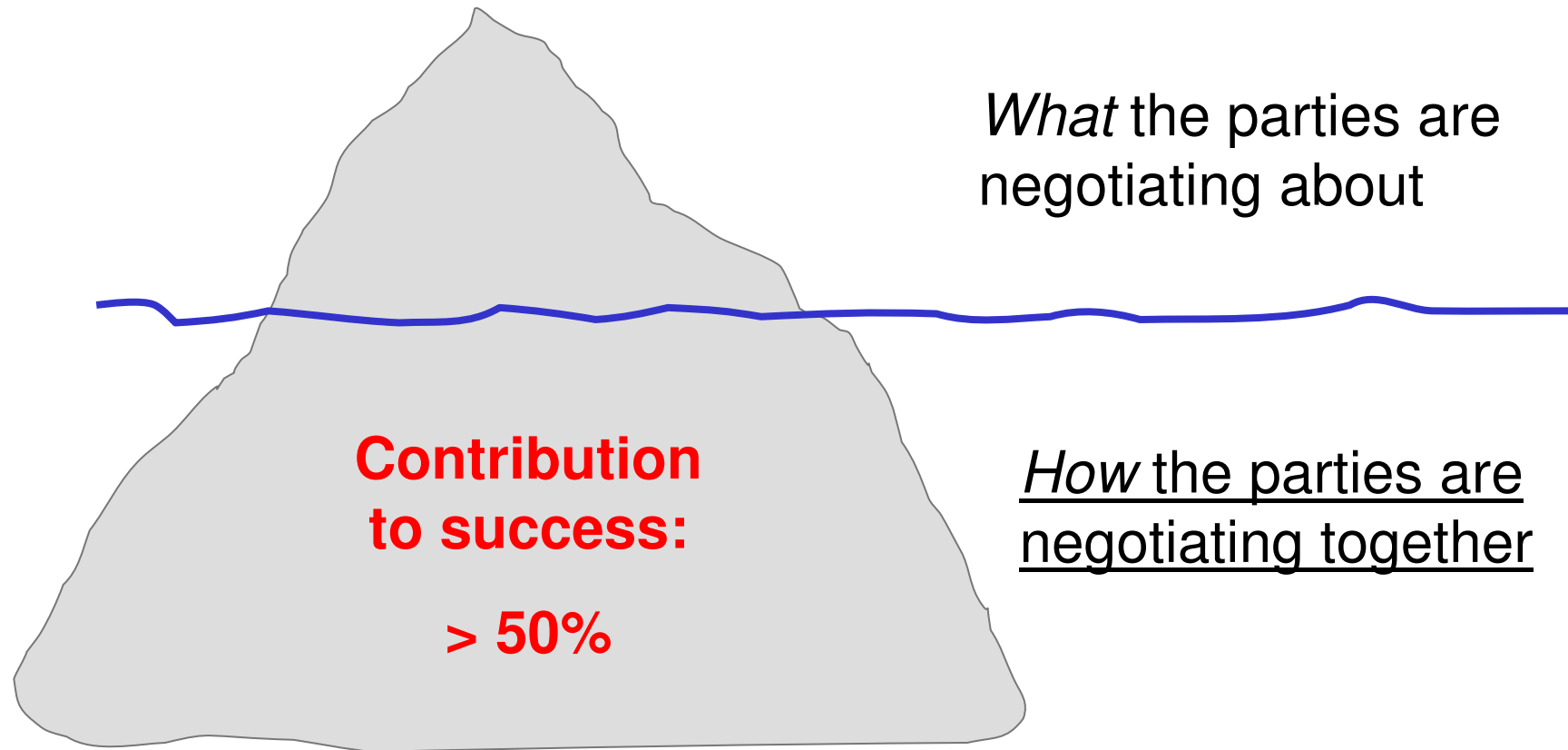
Mediation as a possible alternative dispute resolution method in the site acquisition process

Contents

- On Negotiations and Mediation
- The Mediation Project
- Analysis

On Negotiations and Mediation

Basic Premise



On Negotiations and Mediation

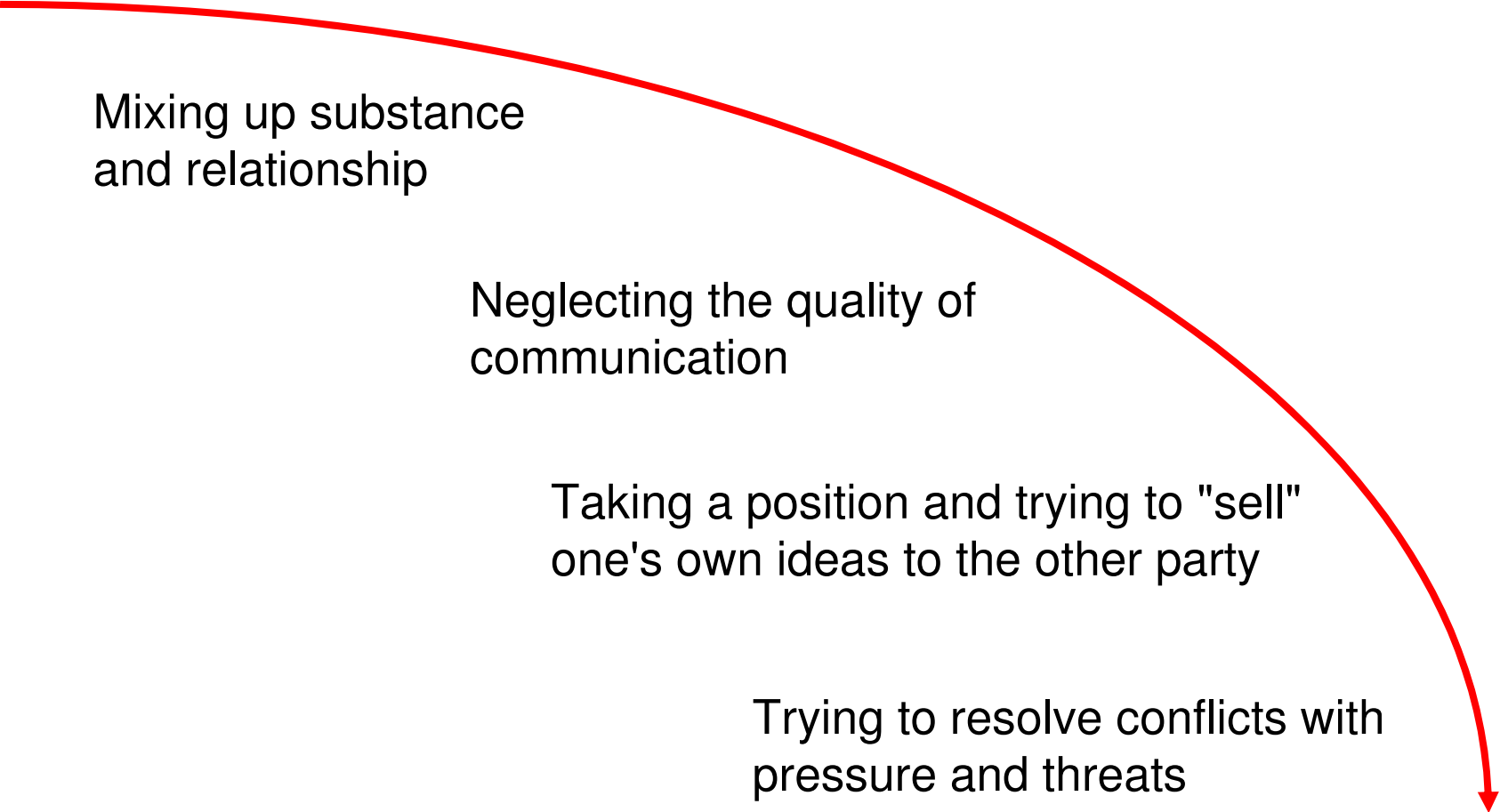
Stumbling Stones

Mixing up substance
and relationship

Neglecting the quality of
communication

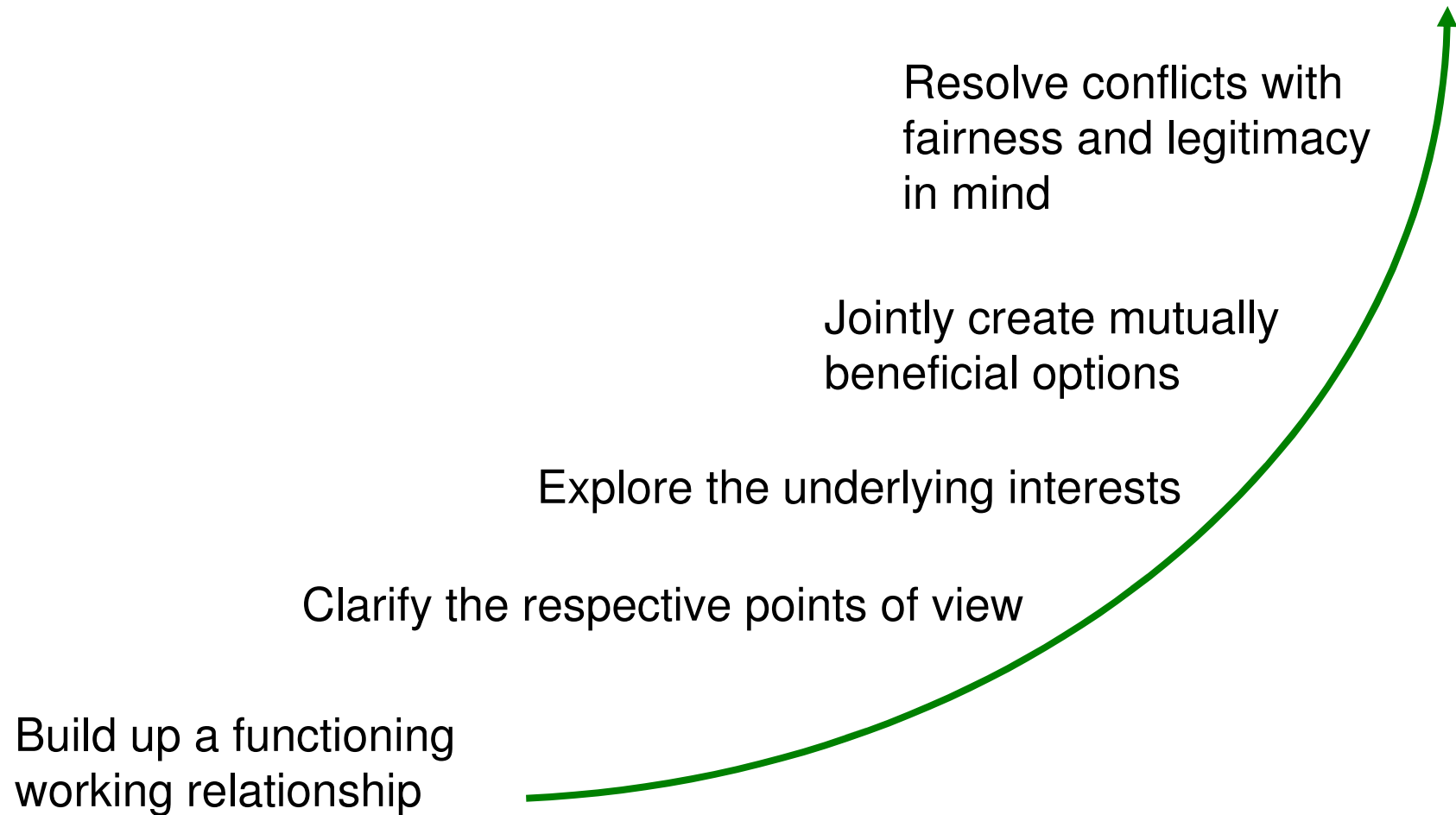
Taking a position and trying to "sell"
one's own ideas to the other party

Trying to resolve conflicts with
pressure and threats



On Negotiations and Mediation

Principled Negotiation



On Negotiations and Mediation
Hypothesis on Mediation

A carefully planned and structured
negotiation process provides the basis
for a Win-Win Solution

The Mediation Project

Objective of the Project



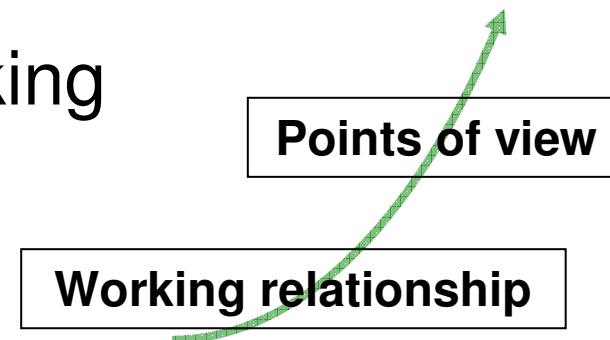
"To help the parties involved develop jointly and by mutual agreement a realistic solution"

- Parents' councils
- Mobile phone company
- Local authorities

First Meeting

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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- Finalizing a mediation agreement and ground rules ✓
- Starting to explore the respective points of view ✓
- Getting a joint decision making process started ✓

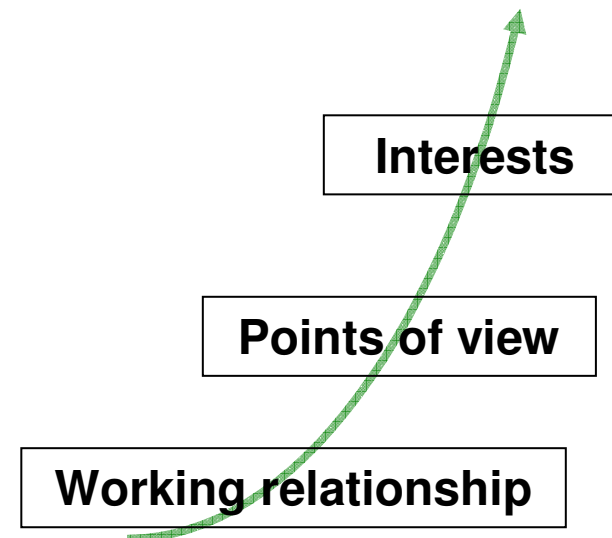


Second Meeting

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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- Exchanging perspectives + clarifying the respective points of view and interests ✓
- Framing the decision making process (see next slide) ✓

If the antenna would not be there, how would we search for and select a site?

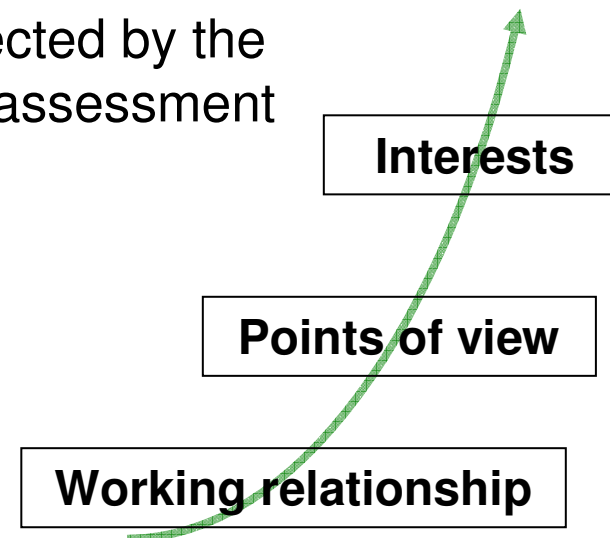


Second Meeting

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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Definition of the Decision Making Process

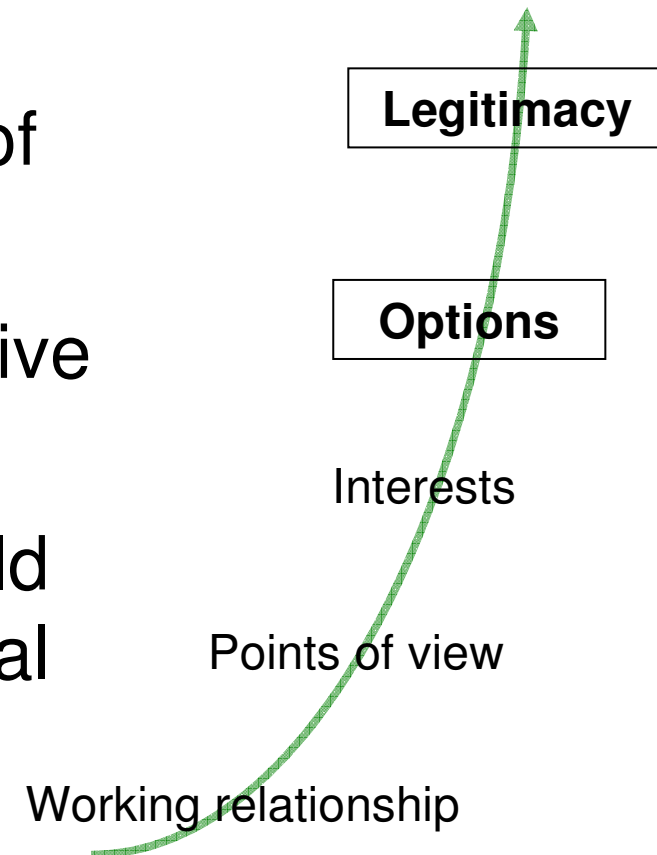
- Defining a new search area
- Identifying options in and around the new search area
- Jointly assessing new potential sites
- Measuring emission levels at places selected by the parent's councils as a basis for this joint assessment process



Third Meeting

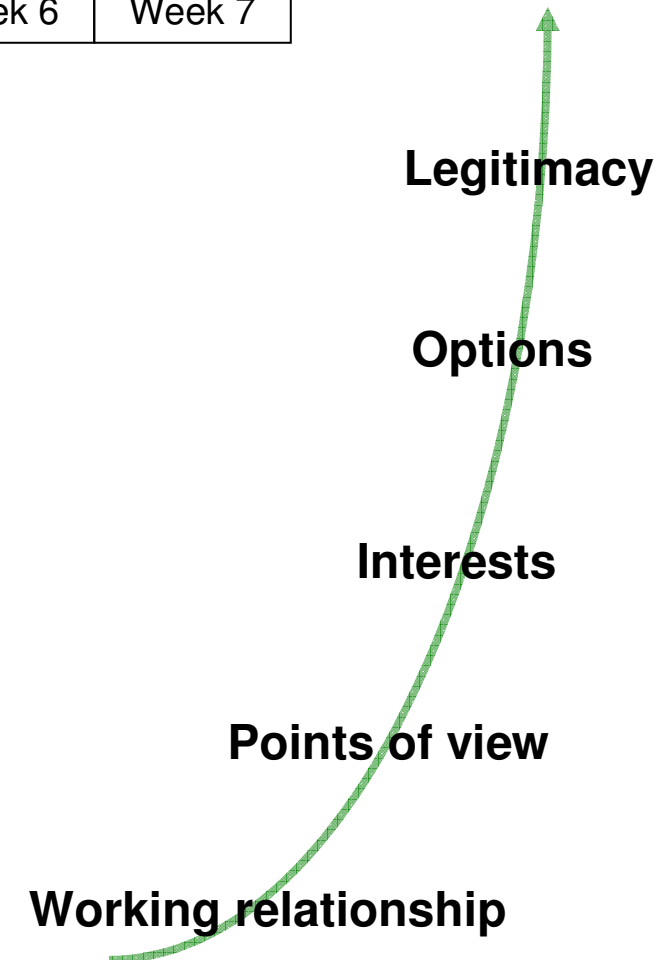
Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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- Defining the modalities for the measurement and calculation of emission levels ✓
- Selecting five potential alternative sites ✓
- Defining the criteria which would later be used to assess potential alternative sites ✓



Fourth Meeting

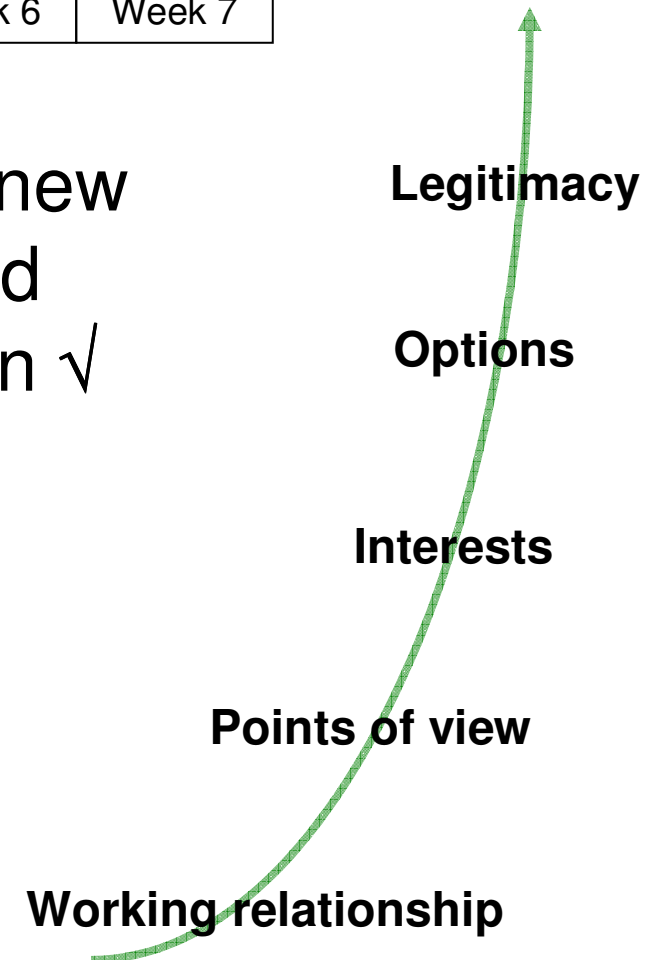
Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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Fifth Meeting

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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- Jointly assessing the potential new sites and selecting the preferred one as well as a fall-back option ✓
- Drafting a plan of action ✓
Goal: Do everything within 2 weeks in order to be able to start implementing the preferred option soon

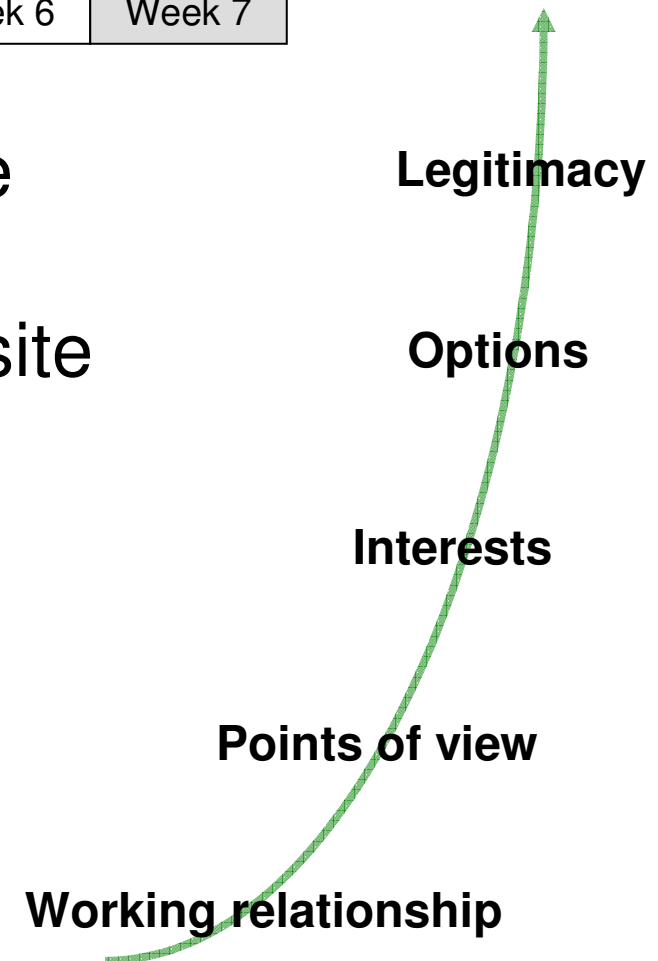


Sixth Meeting

Week 1	Week 2	Week 3	Week 4	Week 5	Week 6	Week 7
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- Refining the assessment of the different options ✓
- Confirming the preferred new site and the fall-back option ✓
- Finalizing the implementation action plan ✓

***Who shall talk to whom,
with which purpose in mind
and in with sequence?***

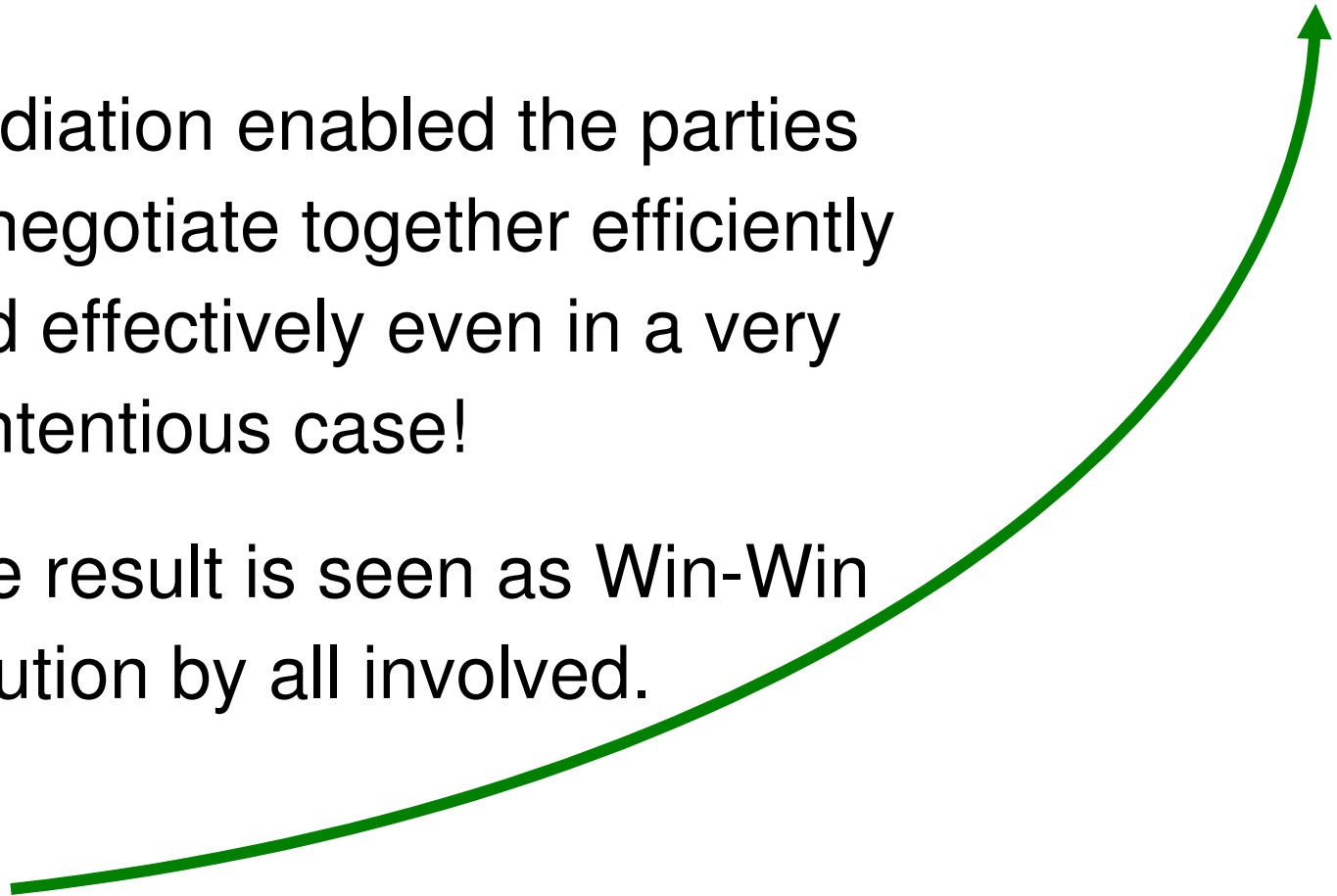


The Mediation Project

Conclusion

Mediation enabled the parties to negotiate together efficiently and effectively even in a very contentious case!

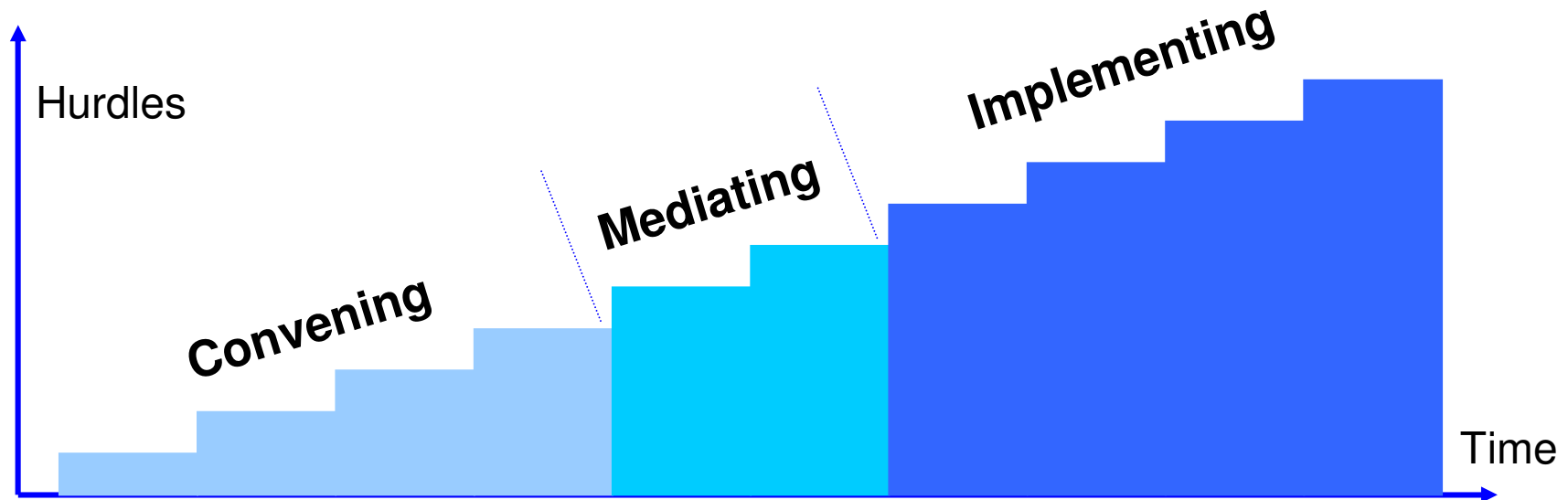
The result is seen as Win-Win solution by all involved.



The Mediation Project

There is more to Mediation ...

- The convening and implementation phases are much more difficult and time consuming than the mediation itself!



Analysis

Mediation vs. Risk Perception

- Risk perception correlates with lack of control and with the perception that decision making processes are incomprehensible and non-transparent.
- The possibility to really participate in the decision making process leading to the choice of the location of base station antennas significantly affects the perception of the related risks.
- In the course of a mediation process, risk perception of the participants becomes more differentiated.

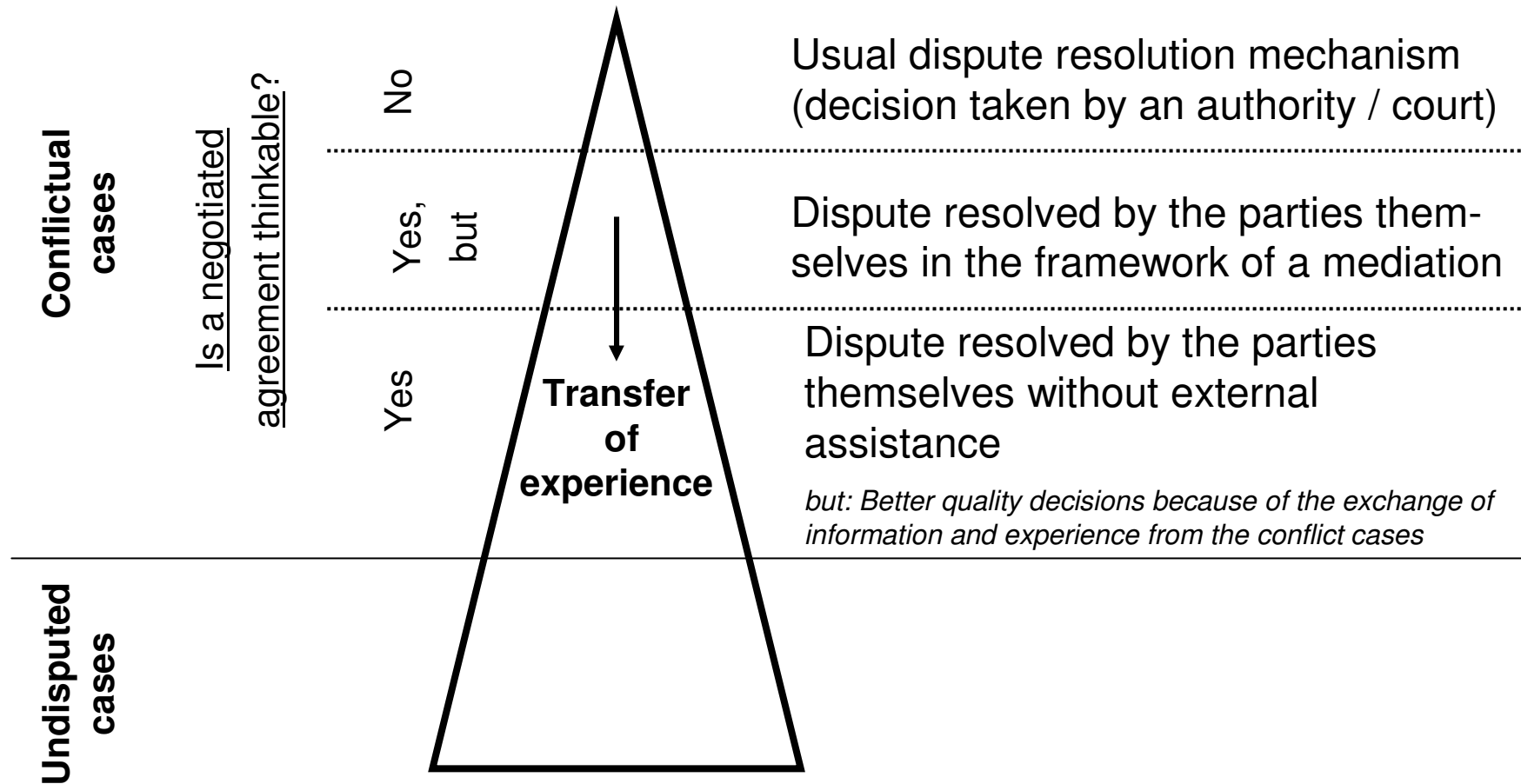
Analysis

A Structured Approach ...

- reduces the overall cost of conflict by creating learning effects within a conflict-management approach
 - gives access to possible “starting points”, recalls necessary “to do’s” and points to possible alternatives at all times
 - makes it possible to transfer the experiences since recognizable “steps” are created
- ➔ allows to grasp even difficult situations leading to win-win solutions

Analysis

Conflict Management Approach





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