

MARTIN SVATOŠ, PH.D.

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IMPORTANCE OF  
CHOOSING THE RIGHT  
PLACE OF ARBITRATION

# SEAT OF MEDIATION

- ▶ Why should we care?



# MEDIATION FRIENDLY COUNTRIES

- ▶ Regulatory Robustness Rating for Mediation Regimes
  - ▶ Certification
  - ▶ Limitation periods
  - ▶ Mandatory mediation
  - ▶ ...



## MULTI-TIERED (ESCALATION) DRC

- ▶ An agreement to
  - ▶ to negotiate in the shadow of agreements to litigate or arbitrate
  - ▶ to mediate in the shadow of agreements to litigate or arbitrate

NEGOTIATE



MEDIATE



ARBITRATE

# NEGOTIATION WITHIN ARBITRATION

- ▶ negotiating merit
- ▶ negotiating procedural issues



## WAR STORIES

- ▶ *"A must be place of arbitration if you love seafood"*
- ▶ the 'Arbitration Court of Moscow'

# THANK YOU FOR YOUR ATTENTION

- ▶ JUDr. Martin Svatoš, Ph.D.  
mediator and arbitrator
- ▶ svatosmartin@forarb.com  
[www.forarb.com](http://www.forarb.com)
- ▶ Vyšehradská 49  
Nové Město, Praha 2  
128 00