Updated: 3 Nov 2026

CORRADO MORA

International Mediator
Mediation, Negotiation and Conflict Management Trainer
ADR Consultant

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Corrado Mora is an **international mediator, trainer and ADR consultant** with over **20 years of full-time practice** in mediation, negotiation and conflict management. He is an IMI and SOLVE Certified Mediator and a CIArb, CEDR and AALCO-HKRAC (Amed and Sports Amed) Accredited Mediator.
He is regularly appointed in **cross-border, complex and multi-party disputes**, particularly in **commercial, business, intellectual property, workplace, sports, climate and energy transition matters**.
Corrado conducts **approximately 180 mediations per year**, both ad hoc and under institutional rules. He is known for his ability to manage **high-stakes disputes** involving multiple stakeholders, cultural differences and complex negotiation dynamics.

He serves on the panels of leading international dispute resolution institutions, including ICDR–AAA (New York), WIPO (Geneva), CPR (New York), CEDR (London), CAS (Lausanne), AIAC (Kuala Lumpur), JCAA (Tokyo), PMAC (Ljubljana/Lisbon), AALCO-HKRAC (Hong Kong), DIFC Courts (Dubai) and CAM (Milan). He is appointed as mediator by the ICC International Centre for ADR (Paris), is listed in VIAC's Mediator Search (Vienna), and is a member of the OECD Roster of Mediators for National Contact Points for Responsible Business Conduct (Paris).

In addition to his mediation practice, Corrado is an **international trainer and academic** in dispute resolution.

He is a Senior Faculty member and Course Director for mediation training programmes of the Chartered Institute of Arbitrators (CIArb) and regularly delivers training on mediation, negotiation and conflict management for professionals, institutions and public organisations worldwide.
He has conducted more than 1,100 training courses and sessions in mediation and negotiation skills in 25 countries across Europe, Africa, Asia, the Middle East and the Americas, and has served as **contract trainer and consultant for international organisations**, including the United Nations, UNDP, USAID and the European Patent Office (EPO).

Corrado is **Adjunct Professor of Mediation and Negotiation** at the University of Trento – School of Law and frequently serves as visiting professor and lecturer at universities and professional institutions internationally.
A qualified **lawyer** admitted to the Verona Bar, he holds an **LL.M. in Alternative Dispute Resolution**. He conducts mediations in Italian, English and Spanish, both in person and online.

AREAS OF MEDIATION PRACTICE AND APPROACH

Cross-border commercial disputes, including international supply, distribution and agency agreements, termination of long-term commercial relationships, and multi-party business conflicts involving companies operating in different jurisdictions.

Business and corporate disputes, including shareholder and partnership conflicts, governance deadlocks, disputes between founders and investors, and complex business separations.

Intellectual property disputes, including trademark coexistence and brand conflicts, patent and design disputes, copyright matters, licensing agreements, and disputes relating to the commercial exploitation of intellectual property rights, including art-related disputes.

Sports disputes, including contractual disputes between athletes, clubs and agents, sponsorship and image rights disputes, and conflicts involving sports governance or commercial partnerships.

Workplace and organisational disputes, including conflicts between senior executives or teams, disputes relating to organisational restructuring, and workplace conflicts within companies and international organisations.

Climate and energy transition disputes, including conflicts involving renewable energy projects, infrastructure development and sustainability-related commercial relationships, as well as responsible business conduct matters (OECD National Contact Points).

Consumer and regulatory ADR, including ombuds procedures in the energy, utilities and transport sectors under the Italian regulatory authorities (ARERA, ART).

Corrado adopts a pragmatic, results-oriented approach to mediation, facilitative by default and more directive when that helps the parties move forward. It is grounded in independence, impartiality and strict confidentiality, and in a strong sense of responsibility towards the parties and counsel who entrust him with their dispute. He designs and manages a structured process in which parties can engage in candid, well-informed negotiation, rather than merely tactical exchanges, with a view to commercially sound and mutually acceptable outcomes.

His practice frequently involves cross-border disputes, complex commercial relationships and multi-party negotiations. Through careful guidance and process management, he assists parties in moving beyond positional bargaining, exploring the underlying dynamics of the dispute and identifying sustainable solutions. He abides by the IMI Code of Professional Conduct and, in ombuds work, by the IOA Code of Ethics and Standards of Practice.

Attentive to the commercial, legal, technical and relational dimensions of each dispute, he works closely with parties and counsel to understand what is at stake beneath the stated positions, including business priorities, risk and the value of ongoing relationships. He does not impose outcomes, yet he does not hesitate to take a more directive stance when it serves the parties: testing positions robustly, challenging assumptions and coaching the parties to unlock settlement. The focus is on results, while the solutions remain the parties' own. Knowing when to allow room for discussion and when to move the process forward, he draws on a wide range of approaches and techniques, adapting them to the matter and to the people involved. This combination of skill, flexibility and persistence frequently turns a stalled negotiation into a workable way forward, and produces agreements that are durable and genuinely owned by the parties.

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REPRESENTATIVE CASE EXPERIENCE

Examples from his practice, described by subject matter only to preserve confidentiality, include disputes involving:

Intellectual property: pharmaceutical and hi-tech patents; app and gaming innovations; brand coexistence and licensing negotiations; trade secrets and proprietary data; copyright in publishing, music and film; cross-border technology transfer, joint-venture R&D ownership and software source code; database rights; industrial design, luxury fashion trade dress and franchise distribution.

Business and commercial: supply-chain disruption and distribution network failures; fractured partnerships, shareholder deadlocks and minority investor protection; joint-venture dissolutions, post-merger integration and asset valuation; corporate governance breakdowns, alleged financial mismanagement and high-value insolvency restructuring; energy and infrastructure projects and delays; warranty and liability claims in heavy manufacturing, technology transfer and industrial construction.

Sports: player contracts and transfer fees; representation rights and athlete–agent commission disputes; trademark licensing, merchandising and counterfeiting; image rights, digital content and personal brand monetisation; sponsorship and endorsement breaches; club-to-club transfer coordination.

Workplace and organisational: team–management and leadership conflicts; intra-organisational and peer-to-peer disputes; discrimination, harassment and whistleblowing matters; performance and role-boundary disagreements; boardroom deadlocks, founder–CEO dynamics and succession standoffs; cultural friction following restructurings, mergers and downsizing.

Cross-border and multi-party: multi-jurisdictional construction disputes involving owners, insurers, engineers and suppliers; international partnerships, consortia and multi-party joint ventures; cross-border estates, inheritance and trust structures; international trade alliance breakdowns; supply-chain networks spanning several continents under conflicting commercial codes.

Delicate and emotionally complex disputes: inheritance divisions among estranged siblings; commercial disputes under severe financial pressure or insolvency risk; family business successions and generational leadership transfers; partnerships broken by perceived betrayal; medical, institutional and professional malpractice claims; closely held company separations blocked by personal animosity.

QUALIFICATIONS AND EDUCATION

Accreditations and professional status. IMI Certified Mediator · CIArb Accredited Mediator · CEDR Accredited Mediator · SOLVE Certified Mediator (ADR Center Academy) · AALCO-HKRAC Accredited Mediator (Amed, 2025; Sports Amed, 2026) · Accredited civil and commercial mediator under Italian law (since 2006) · Fellow of the Chartered Institute of Arbitrators (FCIArb) · Lawyer admitted to the Verona Bar (2008).

Degrees. LL.M. in Alternative Dispute Resolution, Università degli Studi di Siena (2007) · Master's Degree in Law, Università degli Studi di Trento (2004) · Master's programme in Sports Law and Dispute Resolution, FIGC – CSEN (2010).

Selected professional training. Semester Mediation and Conflict Management, Program on Negotiation at Harvard Law School (2026, in progress) · Semester Negotiation and Dispute Resolution, Program on Negotiation at Harvard Law

School (2026) · Transformative Mediation Training, Institute for the Study of Conflict Transformation (2026) · Ombuds Foundations Course, International Ombuds Association (2025) · Workplace and Employment Mediation, London School of Mediation (2025) · CEDR Mediator Skills, Master Skills and Train the Trainer programmes (2011–2013) · CIArb Mediator Skills Training (2011) · Arbitration, Mediation and Conciliation, King's College London (2010) · Cross-border Mediation, Academy of European Law – ERA (2009) · DIS–CENTRAL Cologne Summer Academy on Business Negotiation and Mediation (2009) · WIPO Mediation and Arbitration Workshops and Advanced Course (2008–2009) · Advanced Course on Negotiation, Camera Arbitrale di Milano (2008).

Intellectual property. WIPO General Course and Summer School on Intellectual Property (2008) · Transatlantic Intellectual Property Summer Academy – Bocconi, Trento and Sant'Anna (2009) · Summer Course on European Intellectual Property Law, ERA (2009).

SELECTED PANEL APPOINTMENTS

Europe ICC International Centre for ADR (Paris) · WIPO (Geneva) · PMAC – Patent Mediation and Arbitration Centre of the Unified Patent Court (Ljubljana/Lisbon) · CAS – Court of Arbitration for Sport (Lausanne) · OECD Roster of Mediators for National Contact Points (Paris) · VIAC (Vienna) · CEDR (London) · CafA – Court of Arbitration for Art (Rotterdam) · AMCA (Yerevan) · ECDR (Ljubljana)

Italy CAM – Camera Arbitrale di Milano · OVMF – Verona Bar Association · Florence and Verona Chambers of Commerce · ARERA (energy and utilities) and ART (transport) ombuds panels

North America CPR (New York) · ICDR–AAA (New York/Singapore)

Asia AIAC (Kuala Lumpur) · JCAA (Tokyo) · AALCO-HKRAC, including the Panel of Sports Mediators (Hong Kong) · BDAC (Bandar Seri Begawan) · IAMC (Hyderabad) · MICADR, Panel of Climate Mediators (Karachi/Islamabad) · Track Second (Uttar Pradesh)

Middle East DIFC Courts (Dubai) · ADGM–DRHC, including the ADGM Court-Annexed Pro Bono Mediation Scheme (Abu Dhabi) · The Mediation Centre (Dubai)

TRAINING AND TEACHING

Training. More than 1,100 courses and sessions in 25 countries. CIArb Senior Faculty, Course Director, Chief Assessor and Moderator (since 2012), including the CIArb Mediation Training Course for the European Patent Office and the CIArb Virtual Mediation Course; Regional Pathway Leader (since 2018); member of the Panel of Interviewers for Fellowship admission. CEDR Accredited Trainer and member of the International ADR Trainers' Network (since 2013). Senior Faculty at FIDRA (Florence) and CAM Academy (Milan). Italian accredited trainer and assessor (Ministry of Justice, since 2010): hundreds of courses and thousands of mediators and professionals trained, mostly within the Italian Chambers of Commerce system and with leading national training providers.

International organisations. UNDP Armenia – International Consultant on Mediation Advocacy (2026) · UNDP The Gambia – training of ADR Secretariat staff (2022) · United Nations, UNLB Brindisi – negotiation skills for UN Field Staff Union representatives (2014).

Academic. Adjunct Professor of Mediation and Negotiation, University of Trento – School of Law (since 2012), and faculty of its "Conflict Managers of Tomorrow" project · Visiting Professor, Alma Mater Studiorum – University of

Bologna (since 2024) and DHBW Ravensburg (2014–2016) · Guest lecturer at Università degli Studi di Milano Statale, NOVA School of Law (Lisbon), MGIMO (Moscow), the American Common Law Centre (Kyiv) and national law universities in India · CALR Fellow, 6th Cycle – Central Asian Legal Research (CALR) Fellowship -Tashkent State University of Law (TSUL) (2026–2027).

Speaking. Keynote speaker and panellist for, among others, the International Bar Association, ICC, CPR, VIAC, CIArb, CMAP, the Paris Bar and TIAC.

POLICY, CONSULTANCY AND MEMBERSHIPS

Policy and consultancy. Chair of the IMI Regulatory Reforms and Implementing Policies (RRIP) Subcommittee and member of the IMI Mediation Public Policy Committee (since 2025) · Member of the AMCA Mediation Advisory Council (since 2025) · Member of the Formal Advisory Board – Mediation (since 2025) and of the Founding Council, The Accord Initiative · CIArb Training Consultant (since 2020) and Course Developer for the CIArb Professional Mediation Pathway (2026–2027) · Drafting and revision of the TIAC mediation rules for USAID (2020).

European projects on mediation. Project Expert on mediation: Mediation Meets Judges, with the Milan Chamber of Arbitration and the Tribunal of Milan (2014–2015) · Project ref. JLS/2008/CFP1/DAP1/2008, with Alma Mater Studiorum - Università di Bologna (2008) · Project ref. ES/06/B/F/PP-149442, with Inveslan (2006–2008) · Project ref. 229817-CP-1-2006-1-IT-MINERVA-M (2006-2421/001-001 SO2), with CINECA (2006–2008).

Memberships. CIArb (Fellow; former member of the Education and Membership Committee and of the Mediation Working Group) · CAC – Conflict Avoidance Coalition (International Working Group) · International Ombuds Association (Professional Development Committee; European Ombuds & Mediator Group) · Transformative Mediation Studio, New York (Founding Member) · The Mediation Hub – MENA · ASGiC – Association for the Study of Consensual Justice · Global South ADR Alliance.

PUBLICATIONS, HONOURS AND PRO BONO

Publications. “Strategic Mediation for SME Resilience: A Case Study”, in The Importance of Mediation in the Settlement of Small and Medium Enterprises Disputes (IDSC and GAFI, Egypt, 2026) · Contributions to three collective volumes on mediation practice, online mediation and skills training, edited by Prof. Silvana Dalla Bontà (University of Trento, 2020–2022).

Honours. Global Synergy Mediation Award, Ukrainian Academy of Mediation (2025) · Alumnus of the Year, University of Trento (2019).

Pro bono and competitions. Pro bono mediator, ADGM Court-Annexed Mediation Scheme (since 2026) · Training for Travel Initiative, pro bono training for non-profit and community organisations (since 2014) · Judge, assessor and mediator at international competitions, including the ICC International Commercial Mediation Competition (since 2011), the IBA–VIAC CDRC Mediation and Negotiation Competition and the ICC Hong Kong International Mediation Competition · Coach of university teams at international competitions in Hong Kong, Sri Lanka and Malaysia (1st Runner-Up and Best Mediator, AIADR 2026) · Competition problem drafter, including for the ICC International Commercial Mediation Competition (2027 edition).

LANGUAGES

Italian (native) · English and Spanish (full professional proficiency) · Mandarin Chinese, French and Armenian (basic knowledge).

Full curriculum vitae available on request and at www.moramediation.com

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