



SINGAPORE INTERNATIONAL
MEDIATION CENTRE

Mediator's Curriculum Vitae

Personal Particulars

First Name
Bill

Last Name
Marsh

Designation
Mr

Organisation
Independent international Mediator

Nationality
British

Languages (Native and/or professional working proficiency)
English – Mother tongue
French – proficient

Mediation Practice Areas

Please select as many areas as may be applicable.

<input checked="" type="checkbox"/> Accountancy	<input checked="" type="checkbox"/> Mining
<input checked="" type="checkbox"/> Aviation & Airports	<input checked="" type="checkbox"/> Workplace Health & Safety
<input checked="" type="checkbox"/> Banking/Finance	<input checked="" type="checkbox"/> Oil & Gas
<input checked="" type="checkbox"/> Business Interruption analysis	<input checked="" type="checkbox"/> Real Estate
<input checked="" type="checkbox"/> Energy	<input checked="" type="checkbox"/> Risk Management
<input checked="" type="checkbox"/> Information Technology	<input checked="" type="checkbox"/> Scientific Forensics
<input checked="" type="checkbox"/> Intellectual Property	<input checked="" type="checkbox"/> Sports Disputes (Law & Infrastructure)
<input checked="" type="checkbox"/> Infrastructure/Construction/Engineering	<input checked="" type="checkbox"/> Telecommunications
<input checked="" type="checkbox"/> Maritime & Shipping Logistics	<input checked="" type="checkbox"/> Others (please specify): Also experienced in mediating religious, ethnic, political and environmental conflicts

Educational/Professional Background

Bill Marsh is one of Europe's most experienced commercial mediators. Involved full-time in mediation since 1991, and independently rated by Chambers Directory as "...one of the greats...", he has successfully mediated a huge cross-section of commercial disputes. In 2014, Bill topped the global list of the most highly regarded mediators in The International Who's Who of Commercial Mediation 2014. He features in the top rank of every independent directory.

Bill is a full-time commercial mediator, based in London, England, and operating both in the UK and internationally. His mediation practice has included disputes and parties from numerous countries including UK, Ireland, France, Switzerland, Belgium, Spain, Italy, Greece, Lebanon, Tunisia, Nigeria, Ghana, USA, Canada, Australia, Japan, China, Russia, Ukraine, Uzbekistan, Bahrain, Qatar, Saudi Arabia, Egypt and South Africa, and many others. Parties have included individuals, private companies and firms, public companies, public bodies/authorities, and

national governments. His mediations cover a broad cross-section of commercial disputes, and range from relatively modest to multi-billion pound in value.

He is a founder member of Independent Mediators, Europe's leading private chambers of full-time commercial mediators.

He has been at the forefront of commercial mediation in the UK since its inception.

Bill is also founder and Director of Conflict Management International (CMI), through which he has served as mediation adviser to the governments of Russia, Ukraine, Romania, Slovakia, Bulgaria and Turkey, and to institutions such as the International Finance Corporation/World Bank Group, European Commission, and United Nations.

Bill trains and presents widely on mediation and on wider conflict issues.

He also works on complex religious and political conflicts, and is a peace envoy for the Archbishop of Canterbury.

Bill was formerly a founding director of CEDR in London, for 11 years. Prior to that, he was a corporate lawyer in private practice in the UK and Paris.

He has a degree in Law from Durham University (1981-4).

Mediation Style

The clearest indication of Bill's mediation style can be gleaned from [his feedback digest on his website](http://www.billmarsh.co.uk/mediation/testimonials/) - <http://www.billmarsh.co.uk/mediation/testimonials/>. Relaxed in his manner, he is quick to build trust and engage with all those involved, and regards this as indispensable to mediating effectively. He seeks to manage the process proactively, and encourage frank and candid discussions. He will focus on pragmatic solutions, but always respecting that the ultimate choices lie with the parties themselves. He is regarded as respectful and sensitive to the personal issues whilst being incisive and insightful on the commercial ones.

Mediation Experience

Bill has worked full-time in the mediation field for nearly 30 years.

As a professional mediator he mediates disputes every week, and has conducted thousands of mediations. His practice covers almost every area of law and business. Parties tend to be private and public corporations, national and regional governments, professional firms, public bodies, pressure groups, factions, and individuals.

He has mediated throughout the UK and has a significant international mediation practice, having mediated in or with parties from some 50 countries.

Mediation Education and Training

CEDR accredited – 1993

MATA Advanced Mediator Training – 2004

As a trainer, Bill has trained literally thousands of people in mediation and mediation skills, both to basic and advanced levels.

As a founder trainer at CEDR, he helped develop their mediation training course. Since then he has gone on to develop his own bespoke courses and train extensively on the international circuit, including in UK, Belgium, Netherlands, France, Germany, Austria, Switzerland, Slovenia, Hungary, Slovakia, Romania, Bulgaria, Russia, Hong Kong, Australia, and the US. He has delivered mediation training for mediators, judges, lawyers, business people, and government officials.

He is a regular speaker at international mediation conferences and events.

Some Professional Affiliations

Independent Mediators (www.independentmediators.co.uk)
International Academy of Mediators - Distinguished Fellow
CPR Panel of Distinguished Mediators
ICC Mediator
Bombay Mediation and Conciliation Centre, Panel of Eminent Mediators
Scientific and Methodological Center for Mediation and Law, Russia – Panel of International Mediators
CEDR-accredited mediator
SIMC Panel of Mediators
Law Society of England and Wales
United Nations Mediation Expert
OSCE Mediation Expert

Testimonials (optional)

Please see:

1. Attached sheet below; and
2. [Mr Marsh's website](http://www.billmarsh.co.uk/mediation/testimonials/) – see <http://www.billmarsh.co.uk/mediation/testimonials/>

Below is a selection of client testimonials regarding Bill Marsh

Independently-researched client opinions

Bill is consistently ranked amongst the UK's top mediators in the independently-researched Directories - Legal 500, Chambers Directory, and Who's Who International

Legal 500 – top-ranked

- "One of the leading names in the market"
- "Considered one of the best"
- "Widely considered to be one of the most accomplished 'top-rank' mediators in the market"
- "Rightly regarded as being at the top of the tree"
- "A mediator who has seen and done it all before, yet he still manages to bring a freshness and energy to each mediation. He has a nicely understated style, but forceful when he needs to be, and hugely experienced at getting a sense of how the parties want to negotiate, and where a deal lies'.
- "'Thoroughly recommended' Bill Marsh is 'excellent; he combines a strong intellect with a pragmatic, commercial manner, and deals with difficult and highly sensitive situations with pragmatism, tact and good humour'. Marsh's mediation practice covers a broad range of commercial disputes (both UK and internationally)"
- "A mediator who has seen and done it all before, yet he still manages to bring a freshness and energy to each mediation. He has a nicely understated style, but forceful when he needs to be, and hugely experienced at getting a sense of how the parties want to negotiate, and where a deal lies'.

Chambers & Partners – top-ranked

- "Commentators speak at length about the talented Bill Marsh. Interviewees say he is "very effective at bringing the parties together"... "Creative, calm and confident in that he can see a path through the trees in a hard-fought dispute"
- "Patience, flexibility and persuasiveness" are three attributes that confirm Marsh's position in the upper echelons of the UK mediation hierarchy...[he] is known for "doing remarkable things with extremely tough cases"
- Bill Marsh has an excellent mediation practice, both domestically and internationally. Sources endorse his "affable" style, noting that he is "keen and willing to broker a deal, all the while ensuring neither party feels forced."

International Who's Who Legal

- Ranked as the World's most respected mediator 2014-15

- Ranked as one of the World's top mediators, and a mediation "Thought Leader", in every edition of Who's Who Legal

Direct feedback from clients

- "An extremely clever and engaging mediator, who builds up a good rapport with the parties, while demonstrating sound commercial knowledge... Clients unanimously acknowledge him as a 'persuasive facilitator of a settlement'"
- "Frankly, I being the lawyer for one of the parties had very limited hope [of success] for the entire mediation process. However, the moment Bill Marsh made his entry in the matter as a mediator the entire landscape of the matter changed. He had patience, tact, fairness, strength and efficiency...I would highly recommend Bill Marsh to my future clients for the settlement of commercial disputes and working with Bill Marsh has changed my whole perception about the process of mediation and I would in future try my best to persuade my clients to choose mediation before initiating the legal proceeding for any commercial disputes". Mumbai Lawyer – French/Indian JV dispute
- "Our clients [a major corporation] were very impressed and believe me [they] are very hard to please! They commented on a number of occasions just how good they thought you were" (Lawyer, international defence contract dispute)
- "Your tenacity was much appreciated and was a major contributor to us resolving the matter" (Lawyer, shareholders action)
- "I am in no doubt that your input, ideas and energy helped to keep the parties talking throughout a difficult and challenging day (and evening, and night!). We will certainly look for an opportunity to work with you again as a mediator" (Lawyer, world-wide trademark infringement dispute)
- "[Our client] is very pleased to have settled the claim and most impressed with your help in achieving that" (Lawyer, professional negligence/banking claim)
- "I do not believe that the settlement would have been achieved without your skilful, persistent and patient intervention" (Lawyer, 6 party pensions dispute)
- "Thank you for all your efforts in bringing this matter to a satisfactory conclusion from both sides point of view. It was something of an unusual case which, without your skill and judgment, had the potential to go horribly wrong...my clients have specifically asked me to thank you" (Lawyer, international banking claim)
- "I left [the mediation] admiring both your skill and fortitude" (Lawyer, share option dispute)
- "Thank you for your skilful handling of the mediation and for your success in guiding the parties to an entente cordiale" (Paris-based lawyer, international multi-million pound IT dispute)
- "It was the first multi-party mediation I had been involved in and it was a very complex one...In my mind the way you set the tone and conducted yourself in your interactions with the parties was a major factor in reaching a settlement on the day (night!) and for that we are very grateful" (Client, multi-party pensions dispute)

