

## Services:

Conflict Management, Commercial Mediation, Negotiation, Contract Management, Claim Management.

## Education:

Diplom-Wirtschaftsingenieur (Industrial engineering)

Master of Business Administration / MBA (Fuqua School of Business, Duke University, Durham / USA)

## Mediation qualification:

CEDR Accredited Mediator (Centre for Effective Dispute Resolution, UK / London)

Wirtschaftsmediator IHK (Commercial Mediator, Frankfurt Chamber of Commerce and Industry)

## Conflict management expertise:

- Substantial practice in the resolution of conflicts in an international context, including participation in arbitrations.
- Preparation of negotiation strategies, including BATNA evaluation, risk analysis and application of decision models.
- Successful negotiation of many complex business disputes as a conflict party, both as a client and as a contractor or supplier.
- Mediation experience as a mediator and as a conflict party.

### Selected examples:

- Project close-out agreement for an EPC project after a dispute about delay, deficiencies and failure to achieve contractual performance guarantees; Project region: Middle East; Activities: Claim management, negotiation of a settlement agreement.
- Conflict between an EPC contractor and a supplier about violation of IP rights; Project region: Southern Europe; Activities: Interest based negotiation.
- Negotiation of contract change orders for a large EPC project; Project region: North America; Activities: Contract management, negotiation.
- Dispute between an EPC contractor and an equipment supplier about late delivery, deficiencies and drawing of bank guarantees; Project region: Middle East; Activities: Claim management, negotiation, mediation, arbitration.
- Conflict between a manufacturer of consumer products and a sales agent about termination of the agency agreement; Project region: Western Europe; Activities: Mediation.
- Conflict between a shopping mall operator and a restaurant chain about the payment of service charges under a lease agreement; Project region: Western Europe; Activities: Mediation.

## Mediation style:

Interest-, negotiation- and solution based approach; Preference of joint meetings with the parties, individual meetings (shuttle mediation) as required; Parties are expected to provide case summaries before the mediation; The duration of the actual mediation meeting is typically between 1-2 days.

## Professional background:

*„ My support is based on many years of experience in contract & claim management, project management and supply chain management in international companies. Having worked in various senior management positions, I have successfully handled many complex business disputes, both with clients and contractors or suppliers.*

*A lengthy and complex dispute with a subcontractor for a large EPC project in Saudi Arabia was a key event. I have worked in the execution of the project (as a logistics manager), prepared (as a commercial project manager) the claim, represented our company in a mediation and acted as a witness during an ICC arbitration. Since then, I cannot keep myself away from negotiations and dispute resolution.”*

Since 2018 Independent consultant, focusing on contract management, claim management, negotiations, commercial mediation, conflict management.

2014 – 2018 Member of the center management team, Director Procurement, Business: EPC

Responsible for the supply chain management organization (purchasing, order management / expediting, logistics, inspection coordination, spare parts management);

Development and adaptation of the procurement organization, in particular merging and managing the procurement teams of two locations in Germany and Poland; Management and negotiation of claims and back charges with suppliers and subcontractors.

2008 – 2014 Senior Commercial Project Manager, Business: EPC

Responsible for commercial project management and contract administration of large international EPC (Engineering, Procurement, Construction) contracts; Contract negotiations, claim and change order management, negotiation of close-out agreements with clients; Commercial dispute resolution (mediation and arbitration).

2004 – 2008 Head of Logistics, Business: EPC

International freight forwarding, expediting and technical inspection; Subcontracting of logistics activities; Import, export.

1998 – 2004 Project Procurement Manager, Business: EPC

1996 – 1998 Purchasing Team Leader, Business: Electronics

1994 – 1996 Purchasing of capital equipment, Business: Steel production

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