



## Mediator Full Profile



### Mr. Kenny Aina

Email: [k.aina@ainablankson.com](mailto:k.aina@ainablankson.com)

Phone: 234 18980882-3

Mobile: 234 8033477966

Direct line: 234 12710566

Fax: 234 12647149

Address:

7 Ademola Street

South West Ikoyi

Lagos, Lagos, 101003

Nigeria

### Experience Qualification Path

6240

### Mediation locations

Nigeria

### Mediation languages

English

### Current position and background

Author, speaker, founder of the Lagos Multi-Door Courthouse, Executive Director of Negotiation and Conflict Management Group (NCMG), and nationally recognised ADR expert, Kehinde is Senior Partner of Aina Blankson LP; the foremost private ADR Law firm in Africa. An acknowledged leader in the field of ADR and one of its the founding fathers in Nigeria through NCMG and in Africa through African Mediation Association (AfMA), he has been teaching, practicing and advocating ADR for close to 20 years. He specializes in cross border Negotiation, Corporate finance, international commercial arbitration, multi-party mergers and acquisitions, and mediation of disputes in the oil and gas sector among others.

### Main mediation practice areas

International Negotiation

Corporate finance

Multi-party mergers and acquisitions

Mediation disputes in the oil and gas sector

### Mediation experience

Kehinde has been mediating for almost 2 decades thorough the various State Multi-Door Courthouses and The NCMG Center, a private ADR center which he helped found in 1996. He has served as a mediator in over 100 commercial mergers and acquisitions, corporate finance, banking, telecommunications, oil and gas disputes involving multiple national and international parties.



# Mediator Full Profile

Cases he has mediated also include complex multi-million dollar international disputes regarding oil and gas infrastructure construction, intellectual property and complex real estate matters.

## Description of mediation style

Evaluative and facilitative depending on the type of matter being mediated upon.

## Code of professional conduct

IMI Code of Professional Conduct

## Complaint process

IMI Professional Conduct Assessment Process

## Professional indemnity insurance

None

## Feedback digest

This feedback digest was prepared based on over 60 feedback forms between 2002 to 2010 when Kenny was pioneer director of Africa's first court-connected ADR centre, The Lagos Multi-Door Courthouse, and until he went into private ADR practice in 2007. He mediated on a wide range of cases namely: corporate commercial transactions, inheritance matters, taxation, property disputes, employment matters, mergers and acquisitions, loan recovery primarily using a facilitative mediation style.

His work was rated very highly by all parties with some exceptional results. He has mediated several high-profile matters involving eminent persons and multi-national organisations. In one high profile case that had been in court for over 20 years, Kenny mediated a successful resolution in only a few hours. Consistent comments about his mediations were his ability to so succinctly articulate and address the parties' interests, going straight to the heart of the matter and his creativity in helping them to see a range of possibilities where hitherto the issue had seemed very narrow. He is well-known for mediating seemingly intractable matters and his unique way of dissipating tensions. In one matter involving a perceived imbalance of power, he very effectively mediated between the widow of an ex-employee and a multi-national oil corporation wherein he was able to reach resolution on a matter that had been in court for more than five years to the detriment of all those involved.

By far the most repeated praise was for Kenny's patience and his negotiation skills which were largely considered to be a pleasant revelation to many parties. These together with his dynamic approach to the mediation process and his trustworthiness formed a pattern that was repeated often from parties. In one instance of a multi-party dispute involving two major multi-national organisations in a highly complex and technical oil and gas/construction dispute in which the parties had planned to go to court in their own countries of residence (Germany and The Netherlands); and had come to mediation only to fulfil the terms of their contract, not only changed their minds about going to court but amicably settled a case that was expected to have lasted several years at great cost financially and professionally to both parties. His innovative use of multi-media during his introduction to summarize all the key technical details ensured the



# Mediator Full Profile

immediate confidence and cooperation of the parties and his control of the process was commended by all.

Kenny was noted for his dynamic style, understanding of and attention to detail with regards to matters he mediates. He is adept at handling the mediation process and doesn't shy away from calling a halt to it if parties are unwilling to show good faith or explore options.

In another highly charged emotional matter between a senior lawyer and a banking group, he was able to succeed where other mediators had failed helping both parties to save face, precious time, relationships, reputations and vast sums of money.

Kenny is highly regarded in the field of ADR practice in Nigeria and is the most highly demanded and paid mediator to date in the profession. His mediations resulted in a client base grown largely by word of mouth. His success rate is above the 80% average for mediations. He has also trained many of the mediators who currently work in the field in Nigeria and has to his credit two books on ADR as well as numerous articles and publications.

## Professional affiliations

- i. Founder, Negotiation & Conflict Management Group (NCMG);
- ii. London Court of International Arbitration (LCIA),
- iii. Institute of Petroleum,
- iv. International Bar Association,
- v. American Bar Association,
- vi. Nigerian Bar Association.
- vii. Co-Chair, African Mediation Association (AfMA)
- viii. Chair, Association of Multi-Door Courthouses of Nigeria

## References

The following people have experienced Kehinde as a mediator and are willing to act as references:

1. Alex Ekuweme, former Vice-President of Nigeria
2. Julius Berger, Nigeria Limited
3. Shell Petroleum Development Company Limited
4. Justice Kayode Eso, former Justice of the Supreme Court, Nigeria
5. Otunba Kayode Otufale.

## Mediation teaching and mentoring

Kehinde Aina is the founder of Negotiation and Conflict Management group and its subsidiary The NCMG College, a specialist Institute exclusively devoted to Negotiation, Mediation, Arbitration and Conflict Resolution Training.

## Mediation publications

- i. "The Art of Negotiating" - Guardian Newspapers
- ii. "Dispute Resolution: Exploring the Alternatives" - Concord Newspapers



## Mediator Full Profile

- iii. "The Multi-Door Courthouse" - NIALS & USIS
- iv. "Rethinking Justice Bello Vs. Concord" - Concord Newspapers
- v. "Settling the ASUU-GOVERNMENT Conflict without the Table"
- vi. "Apology - A tool of Mediation" - Guardian Newspapers
- vii. "Divorce Never a Clean Break" - Guardian Newspapers
- viii. "Alternative Dispute Resolution" - Special Lecture at The Nigerian Law School. [May 13, 1997]
- ix. "Burden Sharing: Another Way to Settle community Conflicts"
- x. "Alternative Dispute Resolution (ADR) And The Corporate Organisation - Paper Presented at a Monthly In-House Seminar of Aina, Blankson & Co.(ABC) [March 26, 1998].
- xi. "Community Relations, Compensation and Conflict Management In Oil Producing States of Nigeria: - Paper Delivered at the 1998 International Seminar on The Petroleum Industry And The Nigerian Environment- Sheraton Hotels & Towers, Abuja. [December 2, 1998].
- xii. "ADR 2000 - Resolving Corporate Disputes In the 21st Century" - Institute of Directors' Members Evening: [April 28, 1999].
- xiii. "The Role of Rightholders In Protecting Their Rights And Resolving Intellectual Property Disputes" - Paper Presented At a Conference on The Commercialisation and Protection of Intellectual Property Rights in Nigeria - Muson Centre, Onikan, Lagos; [July 1 - 2, 1999].
- xiv. "Conflict Management and Resolution" Paper delivered at a Seminar on The Media and Conflict Management Organised by Public Awareness Forum and Friedrich Ebert Foundation [July 12, 2000].
- xv. "Alternative Dispute Resolution and The Law" Paper delivered at the Annual Lecture of The Law Society, Faculty of Law, University of Lagos.[August 2, 2000].
- xvi. "Making Mediation An Acceptable Means of Alternative Dispute Resolution In Lagos State and Nigeria": Paper Presented At A Roundtable Conference on Mediation Organised By Citizens Mediation Centre, Directorate of Ci

**Note: This Mediator Profile is intended to offer guidance to users of mediation services about the competency, skills, styles and potential suitability of the IMI Certified Mediator featured above. The Reviewer, the Mediator and IMI are attempting to present fair, balanced and objective information but none are to be held responsible for reliance on the information given. Users of mediation services are encouraged to pursue further research before selecting the IMI Certified Mediator, including contacting references and conducting an interview with the Mediator before making a selection.**