



Mediator Full Profile



Geoff Sharp

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Video profile:

<http://www.iccwbo.org/News/Videos/2012/The-ICC-Mediation-Competition/>

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Address:

Clifton Chambers, Specialist Barristers

Level 1 Solnet House

Wellington, 6143

New Zealand

Experience Qualification Path

Category 1: LEADR (LEADR Advanced Mediator)

Mediation locations

New Zealand, United Kingdom

Mediation languages

English

Current position and background

Geoff Sharp is a commercial mediator working in New Zealand, the Asia Pacific region and the Middle East.

He is a member of Brick Court Chambers (London) and Clifton Chambers (Wellington).

Geoff is admitted in the following Courts:

High Court of New Zealand (1982)

Supreme Court of Victoria (1983)

Federal Court of Australia

High Court of Australia

Who's Who Legal list Geoff as one of 10 most highly regarded commercial mediators in the world. Who's Who is a global publication with selection based upon independent survey of both general counsel and private practice lawyers worldwide;

2013: "Also in the region is Geoff Sharp who is "the leading mediator in New Zealand" for many of our respondents. He enjoys an "exceptional reputation" all over the world and has recently accepted a door tenancy at Temple's Brick Court Chambers in London. Sharp is one of our most highly recommended practitioners" and

2014: "Clients would go to Geoff Sharp "10 times out of 10". A door tenant at Brick Court, he has conducted over a thousand mediations in New Zealand and worldwide, and is one of the



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most highly rated individuals on our international research"

Geoff is a barrister admitted to courts in New Zealand and Australia having a law degree from Victoria University (Wellington) and a Diploma in Business Studies (Dispute Resolution) from Massey University. He is an accredited mediator under the Australian National Mediator Standards and as well as being on a number of global mediation panels, he is a member of the advanced mediation panels of both LEADR and the Arbitrators' and Mediators' Institute of New Zealand. Formal Qualifications: LL.B (Victoria), AAMINZ, GDip Bus Studies (Dispute Resolution), Adv.M.LEADR.

Panel Memberships:

Singapore Mediation Centre's International Panel of Mediators (SMC),
Singapore International Mediation Centre Panel of Mediators (SIMC)
The Dispute Resolution and Compensation Panel of the National Electricity Market of Singapore.
India International ADR Association
Indian Institute of Arbitration & Mediation's International Mediator Panel
CEDR (UK) International Mediator Network
Arbitrators & Mediators Institute of New Zealand Mediation Panel
Advanced LEADR Mediation Panel
The International Academy of Mediators (Distinguished Fellow)
Weathertight Homes Resolution Service Mediation Panel - Lead Mediator (2004/2008)
Mentor - Office of the Domain Name Commissioner

After 18 years in the law, and until the late 1990's as a partner of a major NZ commercial law firm, Geoff is now a commercial mediator and has resolved many contentious matters over the last 10 years regularly being requested to mediate complex and hotly debated litigation covering a wide range of subject matter from insurance disputes to historic sexual abuse claims.

Also;

Former Chair of the New Zealand Law Society ADR Committee
LEADR Australasia Fellow

Main mediation practice areas

Commercial Mediation - all areas.

Mediation experience

Recent Mediation Sample

Aviation;

1. Air New Zealand Link Cabin Crew collective agreement
2. Air New Zealand Wide Body Engineering Plant (ANZES) contracting out issue

Franchise ; National chain franchisor/ee dispute re franchisor support

Sport ; 2005 NPC Rugby Competition intellectual property issue



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Gold Mining; Remedial works to land post mining/ Resource Management Act obligations

Wine Industry;

1. A dispute over quality of harvest - disease and brix levels
2. Sale of winery - misrepresentation of production figures etc
3. Termination of a management contract of a South Island vineyard owned by a consortium of investors
4. South Island winery distribution contract in the USA - termination for cause

Energy Sector;

1. Facilitation of agreement over a gas pricing mechanism
2. Mediation of issues under interconnect agreements between a GeneratorCo and LinesCo

Marine;

1. Dispute over size of a mussel farm sold. Consideration of GPS coordinates and other technical matters
2. Fish quota advice dispute
3. Boatbuilding workmanship - insurers, boat builders, owner and supplier of materials

Joint Venture; Renegotiating a joint enterprise agreement and restructuring of equity following problems between joint venturers

IT/Software;

1. Dispute over ownership of software - levels of contribution to development and entitlement to subsequent profits
2. Multi million dollar system project and consulting contract dispute

Building & Commercial Property

1. Various stand alone and multi-unit building disputes - construction defects
2. Landlord/lessee dispute over payment for upgrade of sprinkler system in a public sporting amenity
3. Dispute over air conditioning system of a large public building between owner, supplier/installer and manufacturer
4. Design budget dispute
5. Multi million \$ claim for building defects/water ingress - 2 plaintiffs, 10 defendants, 4 third parties



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6. Re-entry

Description of mediation style

Known as a mediator who can connect with parties in conflict, Geoff has been engaged by many of leading law firms dealing with contentious matters as well as many corporates and government agencies.

"My aim is to conduct the mediation in a manner that complements the litigation process and I hope my reputation is as a proactive mediator who adds value to the negotiation and who is able to assist unyielding parties to settle the most difficult and contentious cases"

Code of professional conduct

IMI Code of Professional Conduct: <http://imimediation.org/imi-code-of-professional-conduct>

Complaint process

IMI Professional Conduct Assessment Process :
<http://imimediation.org/professional-conduct-assessment-process>

Professional indemnity insurance

A copy of Geoff's current mediator's indemnity liability insurance policy (AON) is available on request. The renewal date is 1 October each year.

Feedback digest

Reviewer: Lee Tye Beng Joel (joellee@nus.edu.sg)

Latest Update: 2014-11-25 03:59:25

This feedback digest is based on 11 feedbacks from 11 mediations initially submitted in February 2009. The disputes mediated by Geoff Sharp were in relation to commercial property, contracts, leases, construction, shares and intellectual property.

All respondents indicate that they are highly likely to appoint Geoff as a mediator again, and they would definitely recommend him as a mediator to others.

They rate his mediation skills and abilities very highly, with one commenting that they had been involved in several mediations with Geoff and consider him to be in the top tier of mediators. Another respondent commented that 'Geoff Sharp is the most professional and skilled mediator with whom I have been involved', while another considers him to be their 'mediator of choice in New Zealand'.

All respondents appreciate Geoff's positivity, energy and commitment throughout the mediation process, and his enthusiasm for finding a solution. They note his ability to read the mood of the room and adapt his techniques appropriately to suit the parties and the type of dispute. Respondents feel that he manages difficult personal dynamics in mediation with great skill.

Comments indicate that he is well prepared and follows a clear process that gives all parties the opportunity to express their views. Respondents consider him to be one step ahead, with a clear



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view of the mediation process. They feel that he earns and maintains the respect of parties, giving them confidence in mediation.

In particular, respondents find Geoff to be highly effective at generating constructive, realistic and helpful settlement options. Geoff's understanding of the legal issues of a dispute is appreciated, as is his skill at asking questions to uncover important details, helping parties to gain understanding of what is behind the 'face' of the dispute. They praise his ability to 'reality check', to draw out important information and gently help people to face reality, through questions and where appropriate, robust discussion, without making parties feel threatened.

Geoff's continued interaction with parties during long breaks is appreciated. Feedback suggests that his extended engagement and skill with shuttle diplomacy maintains the momentum of the mediation. Participants appreciate his positive, engaging manner and his professional and diplomatic approach, which they feel puts parties at ease.

All respondents are satisfied or highly satisfied with the costs of the mediation, and highly satisfied with the mediation process and result. All of the disputes were resolved as a result of the mediations. No negative feedback was received.

Professional affiliations

1. Geoff is a barrister admitted to the courts of Australia and New Zealand. He is member of Brick Court Chambers (London) and Clifton Chambers (Wellington).
2. Geoff has been honoured as the first New Zealander to be named LEADR's Australasian fellow. Previous LEADR Fellows include Australian Federal Court Judge, The Honourable Tony Fitzgerald QC, Tom Howe QC, Professor Laurence Boulle and MATA founder Joanna Kalowski. The role of Fellow is to act as an ambassador and to represent ADR to the community and to government in Australasia.
3. Geoff is accredited by LEADR Australia to the Australian National Mediation Standards.
4. In April 2008 Geoff was invited to join Europe's new International Mediation Institute as an Independent Standards Commissioner and then in early 2009 he became a vice chair of IMI's ISC.
5. Who's Who list Geoff as one of 10 most highly regarded commercial mediators globally - Who's Who is a global publication with selection based upon independent survey of both general counsel and private practice lawyers worldwide;
"Also in the region is Geoff Sharp who is "the leading mediator in New Zealand" for many of our respondents. He enjoys an "exceptional reputation" all over the world and has recently accepted a door tenancy at Temple's Brick Court Chambers in London. Sharp is one of our most highly recommended practitioners"
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Fee rate

See Geoff's current engagement terms at <http://www.geoffsharp.co.nz>



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Mediation education and training

Geoff has received extensive mediation training over the last 15 years including Harvard Law School, Pepperdine University, California; various courses in New Zealand and Australia, International Academy of Mediators conferences

Mediation teaching and mentoring

Geoff has trained mediators and lawyers in New Zealand, Samoa and the Cook Islands, Australia, USA, Europe, United Arab Emirates, Malaysia, Hong Kong, Singapore and Thailand and has consulted widely to the New Zealand Government on aspects of public sector mediation, including being engaged to establish the Weathertight Mediation Panel in response to NZ's leaky building crisis.

Geoff is a member of ICC's Mediation Rules Task Force and since 2011 has been invited onto the faculty of the ICC International Commercial Mediation Competition, the only moot devoted to international commercial mediation and held in Paris every year.

In Particular;

1. 2012 - present; engaged by the New Zealand Law Society to teach lawyers about mediation - 3 courses per year in conjunction with Massey University, New Zealand.
2. 2011 - present; member of the faculty of the International Chamber Of Commerce Commercial Mediation Competition held in Paris annually - he mediated the final in 2012
3. 2014 - teaching lawyers about mediation in the Cook Islands
4. In 2008 Geoff joined the visiting faculty of California's Pepperdine University Law School for the Annual Summer Professional Skills Program in Dispute Resolution for mediators. Pepperdine University is/has been ranked #1 dispute resolution graduate school in the USA. Geoff taught 'Mediating The Complex Case: An Emphasis on Process Design, Party Management, and Insurance Coverage'
5. Geoff has been a Distinguished Practitioner in Residence at Queensland's Bond University Faculty of Law where he taught a program, talked to faculty and took part in the intellectual life of the law school for a brief time
6. June/July 2006 - requested by the Malaysian Government (Justice Ministry - Biro Bantuan Guaman) to train Malaysian government mediators and advise on implementing its legal aid mediation project.

Mediation publications

Please visit articles Geoff has written at his website; <http://geoffsharp.co.nz/articles/>
Also, he is one of several authors at the Kluwer Mediation Blog; <http://kluwermediationblog.com/>

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



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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.