

ZANOLLA MEDIATION

Giulio Zanolla, LL.M., Esq.
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Giulio Zanolla is an independent, full-time mediator, specializing in the resolution of complex domestic and international civil and commercial disputes. He has served as mediator in hundreds of cases involving multifaceted legal and business issues and multiple parties and jurisdictions. Counsel and parties rely on his ability to quickly grasp complex legal, factual and technical issues and appreciate his creative, thorough and relentless approach in helping parties find common ground for resolution.

He has mediated disputes concerning contract interpretation and enforcement issues, insurance coverage, securities laws, Directors' and Officers' liability, employment claims, intellectual property enforcement, antitrust actions, bankruptcy-related litigation, professional malpractice, admiralty and marine contract cases, product liability and tort actions. The cases mediated involve a broad spectrum of industries and markets including, finance, insurance, energy and natural resources, manufacturing, technology, healthcare, construction, communications, professional services, entertainment and hospitality.

Mr. Zanolla is an Adjunct Professor at the law School of the City University of New York, he is a member of Resolute Systems' Commercial panel of mediators, the National Mediation Panel of the American Arbitration Association, the Panel of Distinguished Neutrals of the CPR Institute, the Roster of International Mediators at the International Milan Chamber of Arbitration (CAM), the International Panel of Mediators of the Center for Mediation and Law in Moscow, and a mediator for several federal and state courts.

His legal experience includes practicing as a coverage and litigation attorney in the New York office of a national firm representing major insurance carriers in connection with D&O and professional liability policies. Previously he worked with an Italian law firm on litigation and corporate matters, advising European companies on contractual, insurance and dispute resolution issues as well as for the leading Italian ADR organization in the implementation of a European Commission-funded project for the development of commercial ADR across EU and non-EU countries.

Mr. Zanolla works in English and Italian. He is available to hold mediations nationwide, globally as well as virtually using end-to-end encrypted video conferencing platforms.

EXPERIENCE AND QUALIFICATIONS

- Over 15 years of experience successfully mediating a wide array of civil and commercial disputes concerning litigation pending in federal and state courts, as well as in domestic and international arbitration proceedings.
- Extensive experience in complex insurance coverage issues arising from first party and third party claims, including D&O, E&O, EPL, CGL and Rep & Warranties policies, as well as issues relating to multiple insurers and towers of insurance, and reinsurance.
- Broad experience concerning contract interpretation and enforcement disputes involving domestic and cross-border transactions.
- Significant experience mediating workplace and employment disputes.
- Has worked extensively alongside some of the world's preeminent commercial mediators, including co-mediating dozens of highly complex and high-stake matters with Hon. Daniel Weinstein (ret.) of JAMS and Antonio Piazza, Esq. of Mediated Negotiations.
- Since 2013, has taught and mentored law student-mediators as an Adjunct Professor in the mediation clinic programs at Brooklyn Law School and CUNY Law School.

REPRESENTATIVE MATTERS

- Mediated multiple contractual disputes concerning domestic and cross-border commercial transactions including allegations of breach of contract, breach of covenant of good faith and fair dealing, breach of warranty and fraud. Cases have involved governing law and jurisdictional issues in connection to common law and civil law jurisdictions.
- Mediated dozens of labor and employment matters, including age, race, and gender discrimination actions, harassment claims, wrongful termination, non-compete and restrictive covenants, as well as wage and hour litigation (FLSA, NYLL) brought as individual, collective and class actions.
- Mediated a highly sensitive lawyer-client dispute relating to workplace sexual misconduct actions in the cable news industry.
- Mediated multiple trademark infringement disputes involving the tech, entertainment and fashion industries.
- Mediated a contractual dispute concerning a large web development project involving issues concerning proprietary technology for a financial services and insurance business.
- Co-mediated a construction dispute concerning the installation of wind turbines in a \$300 million wind farm project.
- Part of the team that mediated claims brought by creditors of Dewey & LeBoeuf LLP against its former chairman in the firm's Chapter 11 proceedings.

- Part of the team that mediated shareholders' class actions and financial disputes arising out of the 2007/2008 financial crisis.
- Part of the team that mediated US litigation brought by Parmalat's trustee appointed by the Italian Government to pursue claims relating to the company's financial collapse and its founder's 16 Billion Euros fraud.
- Part of the team that mediated litigation matters arising from the Adelphia Communications Corporation bankruptcy.
- Part of the team that mediated a complex patent dispute concerning the development of microchip technology involving the research institute of a preeminent university and a multinational computer manufacturer.

BACKGROUND & EDUCATION

- Principal, Zanolla Mediation, 2015-Present
- Of Counsel, Thompson LLP, 2015-Present
- Adjunct Professor, CUNY Law School, 2016-Present
- Mediator, Weinstein Melnick LLC, 2013-2015
- Supervising Attorney, Mediation Clinic, Brooklyn Law School, 2013-2017
- Attorney, Lewis Brisbois Bisgaard & Smith LLP, 2011-2013
- Assistant Mediator to Judge Daniel H. Weinstein (JAMS), 2007-2011
- Independent Legal Consultant (USA/ITA), 2006-2010
- International Project Officer, ADR Center SpA (Rome, ITA), 2005-2006
- Associate Attorney, Studio Legale DeBenedittis (Gorizia, ITA), 2003-2005
- LL.M., Benjamin N. Cardozo School of Law, ADR Concentration, 2010
- Visiting Research Scholar, Benjamin N. Cardozo School of Law, 2009
- Graduate Diploma, International Business Transactions and ADR, Univ. of Rome Sapienza, Hamline Univ. School of Law, ADR Center SpA, (Rome, ITA), 2005
- J.D., Faculty of Law of the Univ. of Parma (Italy), thesis dissertation on arbitration law, 2003

HONORS, AWARDS, PROFESSIONAL AFFILIATIONS & ADMISSIONS

- Weinstein JAMS International Fellow, 2008-Present
- Member, Panel of Distinguished Neutrals of the International CPR Institute
- Panelist, Resolute Systems LLC
- Panelist, American Arbitration Association
- Panelist, Joint Panel of Bilingual Mediators, CPR-CAM
- Panelist, International Panel of Mediators of the Scientific and Methodological Center for Mediation and Law (Moscow, Russia)
- Mediation Panel, District Court for the Southern District of New York
- Mediation Panel, District Court for the Eastern District of New York
- Faculty, Claims College, CLM Alliance, 2015-Present
- Faculty, Litigation Management Institute, CLM Alliance, 2018-Present
- Admitted to the Bar in New York, and Federal Courts for the SDNY and EDNY

- Arbitrator, FINRA
- Member, New York State Bar Association, Dispute Resolution Section
- Member, American Bar Association, Dispute Resolution Section
- Member of The Mediation Clinic at the Benjamin N. Cardozo School of Law
- Dean's Merit Scholarship recipient, Benjamin N. Cardozo School of Law

RECENT PRESENTATIONS

- Speaker: *Reading the Tea Leaves - Ensuring the Fruitful Mediation of Disputed Claims*, RIMS 2019 Conference, Boston, MA, April 30, 2019.
- Speaker: *Effective Use of Mediation for Claims Resolution*, Claims & Litigation Management Alliance Annual Conference, Orlando, FLA, March 13-15, 2019.
- Speaker: *Resolution Strategies & ADR*, Litigation Management Institute (LMI), Claims & Litigation Management Alliance, Chicago, IL, Oct. 18-21, 2018.
- Faculty: *School of Claims Mediation*, Claims College, Claims & Litigation Management Alliance, 2015, 2016, 2017 and 2018.
- Speaker: *There is More Than One Way to Mediate: Considerations for Improving Mediation Results*, Management & Professional Liability Conference, Claims & Litigation Management Alliance, Boston, MA, June 21, 2018.
- Speaker: *Strategies for a Successful Mediation*, Business Insurance Retail Restaurant & Hospitality Conference, Claims & Litigation Management Alliance, Dallas, TX, Feb. 9, 2018.
- Speaker: *Mediation in Business Disputes*, organized by Fordham Law School, Sinkrom Corp. and Squire Patton Boggs LLP, New York, NY, Feb. 11, 2016.
- Speaker: *Small Business and Small Investor Dispute Resolution*, ACR-GNY Annual Conference, Cardozo Law School, New York, NY, June 6, 2015.
- Speaker: *Transactional Analysis & Mediation*, ABA Dispute Resolution Section Annual Conference, Miami, FLA, March 2014.

RECENT PUBLICATIONS

- Co-author with John McCarrick, Esq., "Maximizing Mandated Mediation in D&O Coverage Disputes", The D&O Diary (dandodiary.com), Jan. 23, 2019.
- Co-author with Peter Halprin, Esq., "How to Avoid Making Your Next Mediation a Waste of Time", NYSBA Inside, Fall 2018, Vol.36, N.1.
- Author, "Five Mediation Myths, Debunked", Dispute Resolution Journal Volume 71 Issue 4, 2016 published by Juris Net LLC.
- Author, "The New Italian Mediation Law: Experimenting With a 'Soft' Approach to Mandatory Mediation", JAMS Foundation Newsletter, Fall 2015, also republished on the CPR ADR Blog in Feb. 2016.
- Author (Book chapter), "The Variegated Landscape of Mediation, a comparative study in Europe and the World" BOOM-LEMMA/ELEVEN, 2014.