

ZANOLLA MEDIATION INC.

GIULIO ZANOLLA, ESQ.
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New York / Italy



Giulio Zanolla is a full-time mediator specializing in the resolution of commercial disputes, in the United States and internationally. In over two decades of mediation experience, he has established a track record of effectively helping parties resolve thousands of cases involving multifaceted legal questions and business concerns, multiple parties and jurisdictions. Counsel and parties rely on his ability to navigate complex legal, factual, and technical issues effectively, while developing the necessary understanding of the underlying interests and building trust with all stakeholders. Having dual legal training from the EU and the USA and experience in civil law and common law jurisdictions, he is particularly adept in assisting parties from diverse legal systems, cultures, and backgrounds to bridge their differences. Mr. Zanolla highly values the integrity of the mediation process and the parties' self determination. He puts an emphasis on the importance of preparation, leads the process proactively, and guides the parties and their advisors through the negotiations with persistence and creativity.

Mr. Zanolla has mediated disputes concerning contract interpretation and enforcement issues, construction disputes, intellectual property enforcement actions, insurance coverage, management liability, antitrust actions, product liability, wage & hour class actions, employment disputes and tort actions. Cases mediated involve a broad spectrum of industries including manufacturing, oil & gas, energy, industrial equipment, infrastructure projects, technology/IT, naval/marine, healthcare, communications, professional services, entertainment, and hospitality.

Earlier in his mediation career, Mr. Zanolla has worked as part of the mediation team of preeminent commercial mediator Hon. Daniel Weinstein (ret.) of JAMS, and has co-mediated several high-stakes disputes with renowned mediator Antonio Piazza of Mediated Negotiations.

Mr. Zanolla held a position as Adjunct Professor at the City University of New York (CUNY) Law School, and taught and trained student-mediators at the Brooklyn Law School Mediation Clinic and The Benjamin N. Cardozo School of Law. He has been included in numerous rosters internationally, including the International CPR Institute's Panel of Distinguished Neutrals, the International Milan Chamber of Arbitration (CAM), the Mediation Panel of the American Arbitration Association (AAA), International Panel of Mediators of the Center for Mediation and Law in Moscow, as well as mediation rosters of New York federal and state courts.

Before starting his mediation practice, Mr. Zanolla worked at an AmLaw-100 law firm in New York as a dispute resolution and insurance coverage counsel. His prior legal experience includes advising European companies on cross-border transactions. Early in his career, he worked in the International Unit of ADR Center SpA, one of the pioneer ADR organizations in Italy.

Mr. Zanolla works in both English and Italian. He is available to hold mediations in-person and via video conferencing, globally.

ADR TRAINING AND CREDENTIALS

- Kukin Program for Conflict Resolution, Cardozo Law, Advanced Mediation Training (2010)
- Kukin Program for Conflict Resolution, Cardozo Law, Mediation Training (2009)
- JAMS, Weinstein International Fellowship (2008-2009)
- ADR Center Spa, Mediation Training (2005)
- Curia Mercatorum, Chamber of Commerce of Treviso, Basic Mediation Training (2003)

SAMPLE OF MEDIATION CASES

- Mediated a wide range of contractual disputes concerning cross-border commercial transactions including joint ventures, agreements for distribution, licensing, development of software and web interfaces, fabrication of industrial equipment, and sale of goods. The issues concerned span allegations of breach of contract, breach of covenant of good faith and fair dealing, breach of warranty, fraudulent inducement, and negligent misrepresentation. Some of these cases have involved multiple parties, governing law and jurisdictional issues in connection with common law and civil law jurisdictions.
- Mediated an eight figure contractual dispute between a Korean company and a US multinational conglomerate involving intricate technical issues arising from the manufacturing and installation of custom industrial equipment for the oil & gas industry.
- Insurance coverage and bad-faith actions in connection with first-party and third-party coverage issues. A notable case involved an action pending in NY State Court for over \$100 Million in extracontractual damages arising from the claim handling process in a property damage and business interruption coverage dispute due to an explosion and fire loss at a bio-fuel refinery plant.
- Mediated a dispute concerning a complex, multi-million web application development project involving contractual and business tort issues relating to proprietary technology for a financial services and insurance business.
- Co-mediated a multi-party international construction dispute concerning the development of a \$300 Million wind farm project involving one of the largest manufacturers of wind turbines worldwide.
- Mediated a highly sensitive lawyer-client dispute relating to and intertwined with multiple underlying workplace sexual misconduct claims within the cable news industry.
- Mediated trademark and copyright infringement actions and licensing disputes involving corporations in the technology, entertainment, fashion and luxury goods sectors.
- Mediated dozens of labor and employment matters including age, race, and gender discrimination actions, harassment claims, retaliation and wrongful termination, restrictive covenants, as well as collective and class action wage and hour litigation matters.
- Significant experience mediating breach of fiduciary duties claims, shareholder litigation, and financial disputes, including D&O claims of public and privately held companies and related insurance issues.
- Part of the team that mediated claims brought by creditors of an international law firm against its former chairman in the firm's Chapter 11 proceedings.
- Part of the team that mediated dozens of shareholders' class actions and financial disputes arising out of the '07-'08 financial crisis.
- Part of the team that mediated US litigation brought by the trustee of a bankrupt Italian multinational business involved in one of the largest financial frauds in Europe's history.
- Part of the team that mediated litigation matters arising in the bankruptcy proceedings of a cable television company involved in one of the most extensive and notorious internal corruption scandals of a US public company.
- Part of the mediation team resolving a highly technically complex patent dispute concerning the development of microchip technology by a top-tier university research institute and a Fortune 100 technology company.

PROFESSIONAL BACKGROUND

- Principal, Zanolla Mediation, 2015-Present
- Panel Member, Resolute Systems, LLC, 2019-Present
- Of Counsel, Thompson LLP, 2015-2022
- Adjunct Professor, CUNY Law School, 2016-2020
- Mediator, Weinstein Melnick LLC, 2013-2015
- Supervising Attorney, Mediation Clinic, Brooklyn Law School, 2013-2017
- Attorney, Lewis Brisbois Bisgaard & Smith LLP, 2011-2013
- Mediator, Mediation Team of Judge Daniel H. Weinstein (JAMS), 2007-2011
- Visiting Research Scholar, Benjamin N. Cardozo School of Law, 2009-2010
- 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

EDUCATION

- LL.M. in Dispute Resolution, Benjamin N. Cardozo School of Law, 2010
Member: Cardozo Mediation Clinic; VIS (EAST) Int.'l Arbitration Team
- Post-graduate Diploma in International Business Transactions and ADR, Univ. of Rome Sapienza, Hamline Univ. School of Law, ADR Center SpA, (Rome, ITA), 2005
- Law Degree (JD), Faculty of Law of the University of Parma (Italy), thesis dissertation: "A Comparative Analysis of Arbitration Legislation in Italy and the U.K.", 2003

BAR ADMISSION

- New York State Bar
- Admitted to practice in the Federal Courts for the SDNY and EDNY

PROFESSIONAL AFFILIATIONS

- Panelist, Resolute Systems LLC
- Weinstein JAMS International Fellow
- Member, Roster of International Mediators at Camera Arbitrale Milano (CAM)
- Member, Panel of Distinguished Neutrals of the International CPR Institute
- Panelist, American Arbitration Association (former)
- Faculty, Claims College and Litigation Management Institute, CLM Alliance (former)
- Member, NY State Bar Association, Dispute Resolution and International Law Sections

PUBLICATIONS SAMPLE

- 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., "Preparation: The Key to a Successful Mediation", 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, 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.