

# VIAC – Questionnaire for Mediators

1. **Name:** Gilead Sher

2. **Citizenship:** Israeli

3. **Contact information:**

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4. **Education and professional experience (original profession; where did you study?):** Lawyer, Hebrew University, Jerusalem

*Please add your CV!*

5. **Core area of current professional activity:** Law practice, ADR

6. **Accreditation in the field of ADR (including relevant trainings and connected qualifications):** certified mediator (2002, Hebrew University, Jerusalem and Gevim Mediation Center); Visiting Professor on Conflict Resolution, The Wharton School (2001-2011); Guest Lecturer, Conflict Resolution, Mediation and Negotiations, Tel Aviv University (2007-2013)

7. **Practical experience in mediation**

- How many (international) mediations have you participated in
  - as single/co-mediator/in a team? None internationally in commercial field, hundreds in political field; numerous domestically in areas ranging from corporate to real estate, construction, business, commercial disputes, project finance
  - administered by an institution; under which Rules? A couple, JAMS USA
  - in which areas/fields? Corporate/business
  - how complex (*please provide examples, participation of lawyers/experts*)? Complexity derived from the multi jurisdictions involved
  
- How often have you acted in a different function (e.g. consultant, expert)? Domestically, numerous times
  
- What other ADR-experience do you have? *Please see attached CV*

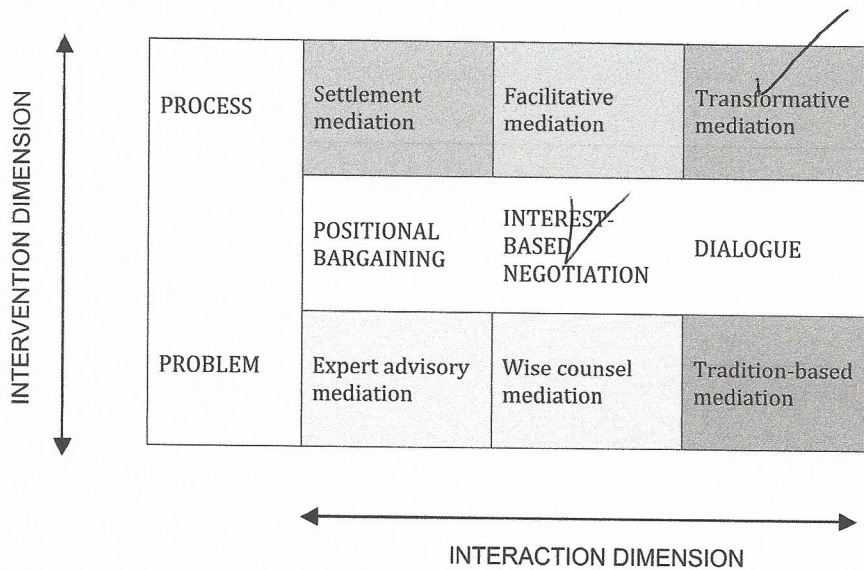
8. **Languages (including levels)**

Mother tongue: Hebrew

Working languages (i.e. languages in which you have both a spoken and written command so that you may conduct mediation proceedings in this language): English, French

**9. Style of mediation**

Where do you see yourself? Please tick box as appropriate or indicate your preferred style.



© Alexander, Nadja (2011) "The Mediation Meta-Model - the realities of mediation practice," *ADR Bulletin*: Vol. 12: No. 6, Article 5. Available at: <http://epublications.bond.edu.au/adr/vol12/iss6/5>; see also here for a detailed description of the 6 mediation styles.

**10. Please describe aspects of your personality which could be interesting to clients you are going to mediate; what would former clients emphasize in your work? Efficiency, fairness, constructiveness, rapidity, broad knowledgeability, openness**

**11. Publications and other activities in ADR related matters (e.g. training sessions, seminars, conferences, articles and others): Please visit [https://www.gsher-law.com/Gilead\\_Sher\\_articles](https://www.gsher-law.com/Gilead_Sher_articles)**

**12. Memberships in mediation institutions / functions in mediation institutions/organizations: member of ICC Israel**

**13. Special expertise or specializations (please list a maximum of three) in your ADR-practice: project finance, regional/international transactions, administrative/constitutional law**


**14. Soft Skills (e.g. intercultural competences): please visit [https://www.gsher-law.com/Gilead\\_sher](https://www.gsher-law.com/Gilead_sher)**

**15. How do you ensure your professional quality (e.g. coaching, practice supervision, etc)? By a perpetual, on-going and engaged inter personal, multi-disciplinary interaction and learning process**

**16. Date of birth: June 2, 1953**

I have completed this questionnaire to the above to the best of my knowledge and believe it is accurate. I understand that the above information will be used for VIAC's internal use and may be given to interested persons or may be published on VIAC's website.

Date and signature

A handwritten signature in black ink, appearing to be 'G. J. M.', written in a cursive style.

April 16, 2017



**Attorney Gilead Sher** is the founding senior partner in [Gilead Sher & Co., Law Offices](http://duns100.globes.co.il/en/companies-1000867871) (see DUN's 100: <http://duns100.globes.co.il/en/companies-1000867871>). His practice areas include corporate law; project finance; international business ventures, investments and transactions; constitutional law; and dispute resolution. Sher was nominated by the 2015 and consecutive 2016 international Expert Guides on Commercial Arbitration (rating arbitrators in 71 countries) as one of the one-digit list of leading Israeli practitioners in the field.

Sher heads the *Center for Applied Negotiations* (CAN) and is a senior research fellow at the *Institute for National Security Studies* ([INSS](#)) at Tel Aviv University.

Mr. Sher was the Head of Bureau and Policy Coordinator of Israel's former Prime Minister and Minister of Defense Ehud Barak. He served as Chief and co-Chief negotiator in 1999-2001 at the Camp David summit and the Taba talks, as well as in extensive rounds of covert negotiations. Throughout 12/1994-10/1995, under PM Yitzhak Rabin, Sher was a delegate to the 1994-5 Interim Agreement negotiations with the Palestinians. Sher holds the rank of colonel (res.), and is a former brigade commander and deputy division commander in the Armored Corps of the IDF, as well as a military judge.

Mr. Sher's professional career combines the practice of law, policy planning and implementation, academic research, and involvement in civil society organizations. He is involved in various frameworks that deal with the future of Israel and the Middle East, preparations for regional conflict resolutions, and dialogue with official and non-official interlocutors in Israel and abroad.

As author, opinion leader and researcher Sher publishes extensively books, articles, op-eds, studies and research in national and international media. His book [The Israeli-Palestinian Peace Negotiations, 1999-2001: Within Reach](#) was published in Hebrew (Yedioth Aharonot), Arabic (Darjalil) and English (Routledge, 2006). He recently co-edited [Negotiating in Times of Conflict](#), an edited volume published by the Institute for National Security Studies (INSS) comprising 15 chapters by 20 international contributors. His book [The Battle for Home](#) was published by Yedioth Aharonot in April 2016. His upcoming book as co-editor is *Spoilers and Coping with Spoilers in Israeli Peacemaking* (provisional title; publisher – Indiana University Press) is due in Q2 2017.

[Harvard Law School](#) and Harvard's [Program on Negotiations](#) appointed attorney [Gilead Sher](#) as [Lecturer on Law](#) for the 2016 fall semester. Sher spent September through October in Cambridge, Mass. Formerly, Sher was a visiting professor on Conflict Resolution and Negotiations at the *Wharton School of the University of Pennsylvania* (2001-2011) and taught at the *Tel Aviv University's* [Conflict Resolution and Mediation MA Program](#) (2007-2013). He is the founding co-chairman of the non-partisan movement [Blue White Future](#), which seeks to help resolve the Israeli-Palestinian conflict and promote a two-state reality.

Sher serves as chairman of the executive board and the board of trustees of [Sapir Academic College](#), the largest public college in Israel. He is a former board member at *The Association for Civil Rights in Israel*, a former president of *Israel Shotokan Karate Association* (Fifth

Dan), a former chairman of the *Sam Spiegel Film and Television School* in Jerusalem and a member of the *Council for Peace and Security*.