



## Personal

- Address**  
Piazza San Pietro In Gessate 2  
20122 Milano
- Phone number**  
+39 (02) 55187569
- Email**  
amarsaglia@marsaglialex.it
- Website**  
www.marsaglialex.it

## Biographical

Avvocato Antonietta Marsaglia LL.B has had an Anglo-Italian education, graduated at University College London in 1971 and at the Catholic University of Milan in 1977 and was admitted to the Milan Bar in 1980 and to the Supreme Court in 2001. She has her own international legal practice in Milan since 1981 ([www.marsaglialex.it](http://www.marsaglialex.it)), is a founding member and Director of the first registered European Economic Grouping of lawyers, PLG ([www.plg.eu.com](http://www.plg.eu.com)), registered in Brussels in 1988, is the founder of the Italian branch of STEP (Society of Trust and Estate Practitioners [www.step.org](http://www.step.org)) opened in 2001. After an International training alongside her legal practice she has developed a mediation practice. Currently she practices as mediator three days a week.

## Mediation Mission and Practice

The belief that business needs good settlements rather than costly judiciary results, that in international relations a great deal of the problems are created by lack of communication and understanding, that to satisfy interests you often have to look beyond rules, that decisions are taken better by those who have to live them, has led her to practice as Mediator. Since the year 2000 she has acted as mediator with the major Italian and International Mediation Centers, both as single mediator and co mediator developing dispute resolution techniques based both on the experience acquired during her 40 years of practice as a lawyer and on specific preparation on negotiation, communication and decision taking.

## Case Experience

- Agency Contracts
- Banking (between banks, client / bank)
- Company and Business Acquisition Contracts
- Corporate (disputes between shareholders, with management, within groups)
- Debt collection
- Distribution contracts
- Estates/Inheritance
- Family business
- Insurance
- Investments
- Joint Venture
- Libel
- Patents
- Property owned in common
- Safe Haven Assets
- Supply contracts
- Trade Marks
- Trust
- Unfair Competition

## Languages

Bilingual Italian-English

## Intercultural Experience

Antonietta Marsaglia has Mediated cases with parties coming from Algeria, Australia, Canada, China France, Holland, India, Ireland, Italy, Japan, South Africa, Spain, Sweden, Russia, Turkey, Ukraine, UK and USA.

## Memberships Affiliations

- Certified Mediator Mediation Centre of the Arbitration Chamber of Milan
  - Certified Mediator Italy – China Business Mediator Center
  - Certified Mediator CCPIT, Beijing, China
  - Certified Mediator with ABI (Italian Banks Association) Mediation Centre “Conciliatore Bancario e Finanziario”
  - Certified Mediator Organismo di Mediazione Forense (Milan Bar)
  - Certified Mediator with the Engineers’ Mediation Centre of Milan
  - CPR credited Mediator
  - Member of Chartered Institute of Arbitrators (CI Arb)
  - Certified IMI Mediator (International Mediation Institute - <https://www.imimmediation.org/>)
  - Trainor in mediation techniques registered with the Ministry of Justice
  - Mediator and judge at the ICC Mediation Competition 2009 and 2010
  - Coach of the team Università degli Studi di Milano for the 2012 and 2013 ICC Mediation Competition.
  - Co-organizer of the Italian Mediation Competition 2013-2019
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## Recent Publications

- “Gestire negoziazione e mediazione. Guida per l’avvocato” – 2015 – Wolter Kluwer per Altalex Editore, con G. De Berti
- “The Cultural Factor And Universal Business Practice” – 2018 – Kluwer Mediation Blog (<http://mediationblog.kluwerarbitration.com/>)