AGENDA

THURSDAY, OCTOBER 19

8:00 a.m.  Registration and Continental Breakfast

9:00 a.m.  Welcome and Introductions

9:10 a.m.  Preparing for Mediation
Mediators, corporate counsel, and litigators reveal preparation techniques that maximize opportunities for favorable settlements.

Presenters:
   Jim Moriarty
   Peter Rosen
   Wendy Trachte-Huber

10:10 a.m.  Break

10:20 a.m.  Small Group Discussions on Preparing for Mediation
Become immersed in an in-depth discussion about issues such as written submissions, process design, managing client expectations, safety, administrative details, pre-mediation conferencing, and whether to include opening statements in a joint session at the start of the mediation.

11:35 a.m.  Lunch

11:45 a.m.  Keynote with Harold Coleman, Jr.
1:15 p.m. **Negotiating in the Caucus Stage of Mediation**
Learn how skilled mediators and advocates use the private caucus to probe for information, develop options, refine interests, and conduct reality testing.

Presenters:
Scott Ames  
John Barber  
Denise Madigan  

2:15 p.m. Break  

2:25 p.m. **Small Group Discussions on Negotiating in the Caucus Stage of Mediation**
Examine and explore the techniques expert mediators and advocates use during a private caucus to move toward resolution, and discuss behavioral aspects of decision making.

3:40 pm Break  

3:50 p.m. **Ethics Forum: Common Ethical Issues Faced by Mediators and Advocates**
Institute faculty members will share advice on how to recognize and solve potential ethical issues in the mediation process.

Presenters:  
Hon. Bruce Meyerson  
James J. Alfini  

5:00 p.m. **Welcome Reception with Institute Faculty**
The faculty will be available to informally discuss questions raised during the first day’s presentations. This social hour is a unique opportunity to take advantage of their experience in the dispute resolution field.

**FRIDAY, OCTOBER 20**

7:15 a.m. **Continental Breakfast & Networking**
Choose a networking table during breakfast to share tips on developing and marketing your mediation practice.
8:30 a.m. **Breaking Impasse in Mediation**
A skilled mediator, advocate, and in-house counsel will share tips and reveal their strategies to avoid impasse in the first place, and to address apparent impasse.

Presenters:
Glenn Briggs
Steve Rottman

9:30 a.m. Break

9:40 a.m. **Small Group Discussions on Breaking Impasse in Mediation**
Participate in a focused examination of the factors causing impasse, and discuss the skills that mediators and advocates should have in their toolkits to get the job done.

10:55 a.m. Break

11:05 a.m. **Mediating Complex Cases**
In many mediations there are multiple parties, multiple claims and sometimes parties who are not physically present. These circumstances call for unique strategies and approaches by mediators.

Presenter:
Donald R. Philbin, Jr.

12:05 p.m. Lunch

12:15 p.m. **Keynote: Our Mediation Revolution: Where are We, and Where are We Going?**
**Speaker: Thomas J. Stipanowich**
William H. Webster Chair in Dispute Resolution
Professor of Law & Associate Dean, Straus Institute for Dispute Resolution
Pepperdine University School of Law

The four decades of the modern era of mediation have brought about dramatic changes in our approaches to conflict and in the practice of law. Drawing on the latest information from the field, Prof. Stipanowich reflects upon key developments, including how mediation and the legal profession have affected each other; forms of interplay between mediation and adjudication ("mixed modes"); the impact of culture and legal tradition; mediation and the rule of law; and the use of mediation skills and insights in relational settings.
1:45 p.m.  **Small Group Discussions on Mediating Complex Cases**
Participate in an interactive discussion identifying procedures, timing issues, appropriate facilities, technology, interplay between levels of insurance coverage, and matters which could benefit from co-mediation, among other strategies, for mediating complex and multi-party cases.

2:45 p.m.  Break

3:00 p.m.  **Throwing the Perfect Pitch: Marketing for Mediators**
Learn what qualities clients seek when hiring a mediator, get insights into marketing “dos and don’ts,” effective use of technology and social media, and learn from others what has worked -- and has not worked -- for them. The Perfect Pitch session will include significant time for program attendees to ask questions about marketing as well as any of the other topics covered in the two days of training.

Presenters:
Serena K. Lee
Kimberly Taylor

4:00 p.m.  **Adjourn**