An Interactive Two-Day Course of Instruction...

- Learn from leading advocates and mediators
- Discuss effective skills and techniques to obtain better outcomes for your clients
- Actively engage in discussions with presenters
- Gain new practice development skills

Who Should Attend?

- Litigators
- In-House Counsel and Other Corporate Users of Mediation
- Mediators
- Judges

What Past Participants Have Said...

"Great content and speakers. I learned a great deal, networked, and picked up valuable techniques."

"Really enjoyed interactive discussions and ability to share ideas with experienced colleagues."

"Excellent format. Produced a broad range of perspectives and experiences. Very valuable!"

Special Deal!


James L. Alfini
South Texas College of Law-Houston
Houston, TX

Scott R. Ames
The Law Offices of Scott R. Ames
Los Angeles, CA

John L. Barber
Lewis Brissbin
Los Angeles, CA

Claudia L. Bernard
US Court of Appeals 9th Circuit
San Francisco, CA

Glenn L. Briggs
Kading Briggs LLP
Irvine, CA

Harold Coleman, Jr.
American Arbitration Association
Los Angeles, CA

Debra Dupree
Relationships at Work, Inc.
San Diego, CA

Howard A. Herman
US Dist Court N D California
San Francisco, CA

Joan Stearns Johnson
Univ of Florida Levin College of Law
Gainesville, FL

Tamara Lange
Northern District of California ADR Program
San Francisco, CA

Serena K. Lee
American Arbitration Association
San Francisco, CA

Denise R. Madigan
Madigan ADR
Los Angeles, CA

Kimberly Taylor
JAMS
New York, NY

Sukhsimranjit Singh
Pepperdine University
Malibu, CA

Jonathan W. Young
Locke Lord
Boston, MA

Learn From Experienced Practitioners

Program Faculty Will Answer Your Questions on an Array of Topics, Such As:

- Proper drafting of a mediation agreement and retention letter
- How and when to use an apology
- Emotional and psychological issues in mediation
- Ethical dilemmas
- Developing and marketing a dispute resolution practice

Space Is Limited. Register Today!

October 19-20, 2017
Pepperdine University
Malibu, CA
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Special Deal!
THURSDAY, OCTOBER 19
8:00-9:00am Registration and Continental Breakfast
9:00-10:30am Preparing for Mediation
Mediators, corporate counsel, and litigators prepare and maximize opportunities for favorable settlements.

Presenters: Peter K. Rosen and Eleanor Barr
10:10am-10:25am Break
10:20am-11:15am Small Group Discussions on Preparing for Mediation
Become immersed in an in-depth discussion about issues such as the admission of witnesses, the role of court-enforced mediation, the handling of mediation openings in a joint session at the start of the mediation.

11:35am-12:15pm Lunch

FRIDAY, OCTOBER 20
11:45am Keynote: Mediation Strategy and the "Science of Persuasion": Interdisciplinary Findings for the Use of Influencers & Effectiveness
Speakers: Harold Coleman, Jr., Esq., Mediator/Educator, AAA-ICDR-
Debra Dupre, Ph.D./MFT, Mediator, Relationships at Work
Because conflict resolution involves people responsible for problem solving and decision making, mediators must develop strategies to influence each other. "Some people" understand the process and think only of "the facts"; most assuredly works to the detriment of the parties. A skill mediator learne studies of mediation and decision making, and understand behavior, persuasive不开端发展e knowledge ("law and facts") subject matter expertise and the deeper expertise of persuasion and human behavior. This seminar will be stopped and all others are encouraged to participate in the discussion.

Presenters: Robert Caldisi on the "Science of Persuasion" and will lead participants to explore the tools and techniques of communication and persuasion.
12:15pm-1:15pm Mediating Complex Cases
In many mediations there are multiple parties, multiple claims, and issues that are not physically present. These are the contexts for unique strategies and approaches by mediators.

Presenters: Donald R. Phin, Jr. and Jonathan W. Young
12:50pm-1:15pm Keynote: Our Mediation Revolution: Where Are We, and Where Do We Go?
Speaker: Thomas J. Stipanowich of the Straus Institute for Dispute Resolution
The four decades of the modern era of mediation have brought about dramatic changes in our approach to conflict and in the practice of law. Drawing on the vast body of research from the Straus Institute, Prof. Stipanowich reflects on key turning points in mediation and the legal profession's role and its impact on the legal mediation and the rule of law; and, applications of mediation. Participants will have the opportunity to informally discuss questions with speaker Thomas J. Stipanowich of the Straus Institute for Dispute Resolution.科幻小说

2:45 pm Break
3:00 pm Throwing the Perfect Pitch: Marketing for Mediators
Learn what clients seek when hiring a mediator; get insights into marketing; "and don't." effective use of technology and social media, and issues from what has worked -- and has not worked -- for you. The Perfect Pitch will session 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: Senora K. Lee and Kimberly Taylor
4:00pm Adjourn

REGISTRATION FORM

ABA Section of Dispute Resolution
601 E. Michigan Avenue, Chicago, IL 60611
www.ambar.org/med2017

For ABA Use Only
Registration only. You have the option of attending the entire two day conference OR signing up for only the Friday plenary, with speaker Thomas J. Stipanowich of the Straus Institute for Dispute Resolution. The Friday plenary is included in the full conference rate. A minimum of two days of training.

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REGISTRATION INFORMATION

15th Annual Advanced Mediation and Advocacy Skills Institute October 19-20, 2017 | Peppine University | Malibu, CA

This two-day interactive institute features rare opportunities to learn from some of the leading mediators and advocates in North America. Each plenary session panel features an expert mediator, in-house counsel, and a skilled outside attorney, discussing each phase of the mediation process. Small group discussions led by experts in the field plenary session panels. The institute is designed for mediators and advocates in small facilitation groups provides a unique environment to enhance your skill, knowledge and understanding of the mediation process.

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ABA Section of Dispute Resolution 601 E. Michigan Avenue, Chicago, IL 60611 | October 19-20, 2017 | Peppine University | Malibu, CA

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This day-two interactive institute features rare opportunities to learn from some of the leading mediators and advocates in Northern California. Each plenary session panel features an expert mediator, an instructor, and a skilled outside attorney, discussing each phase of the mediation process. Small group discussions led by experts in the field further plenary session panels. The opportunity for mediators and advocates to interact in small facilitated sessions provides a unique environment to enhance your skill, knowledge and understanding of the mediation process.

THURSDAY, OCTOBER 19
9:00 am Registration and Continental Breakfast
9:40 am Welcome and Introductions
9:50 am Preparing for Mediation (mediators, corporate counsel, and litigators) - Learn negotiation techniques that maximize opportunities for favorable settlements.

Presenters:
James R. Moriarty
Peter K. Rosen
Wendy Trachte-Huber

10:10 am Break
10:20 am Small Group Discussions on Preparing for Mediation

Become immersed in an in-depth discussion about issues such as the written submission, framing of client expectations, safety, administrative details, pre-mediation convening, and the process of including opening statements in a joint session at the start of mediation.

11:35 am Lunch

FRIDAY, OCTOBER 20
7:15 am Continental Breakfast & Networking Circle - Informally discuss questions raised during breakfast to share tips and strategies that work for you.

8:30 am Breakout Session on Negotiating in the Caucus - A skilled mediator, advocate, and in-house counsel will facilitate a private caucus to move the mediation process forward. This session will include two hours of interactive discussion.

Presenters:
Scott R. L. Briggs
Steven Rotman

9:30 am Break
9:40 am Small Group Discussions on Breaking Impasse in Mediation.

Participate in an interactive discussion identifying patterns, process, timing issues, appropriate facilities, technology, and strategies and advocate ideas in order to get to the job done.

10:55 am Break
11:05 am Mediating Complex Cases - In many mediations there are multiple parties, multiple claims and sometimes issues that do not physically present. These situations call for unique strategies and approaches by mediators.

Presenters:
Donald R. Phibbs, Jr.
Jonathan W. Young

1:15 pm Negotiating in the Caucus - Learn how skilled mediators and advocates use the private caucus to probe for information, test assumptions, refine interests, and conduct negotiations.

Presenters:
Scott R. L. Briggs
John L. Barber
Ava Abramowitz

2:15 pm - 3:05 pm Small Group Discussions on Negotiating in the Caucus

Examine and explore the techniques expert mediators and advocates use during a private caucus to move toward resolution, and discuss the behavioral aspects of decision making.

3:40 pm - 4:30 pm Ethic's 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:
James J. Alfini
Myra Selby

5:00 pm Closed Session - Welcome to the 2017 Advanced Mediation and Advocacy Skills Institute

The four decades of the modern era of mediation have brought about dramatic changes in our approach to conflict resolution and 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 each approached other; forms of interplay between mediation and adjudication (“mixed modal”); the impact of culture and legal tradition; the role of mediation and the rule of law; and the use of mediation in the resolution of culture and legal tradition.

Presenters:
Thomas J. Stipanowich

Registration Rates: You have the option of attending the entire two day conference OR joining us only for Dispute Resolution Pepperdine University School of Law.

For ABA Use Only
Meeting Code DR1714

HOTELS
Information about lodging is included in the enlarged brochure. Please visit the hotel information page for more information.

CANCELLATIONS
For information visit http://ambar.org/med2017 or email Melissa.Buckley@americanbar.org or fax to 1-800-285-2221. Fax and mail registrations must be accompanied by a check or money order. No cancellations will be accepted after October 1, 2017.

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Pepperdine University | Malibu, CA

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For more information about CLE accreditation in your state, visit http://bit.ly/2h8a88P. To review the full schedule, please visit http://ambar.org/med2017 and click on the link to the schedule application for the institute.

Registration Rates:
Full Conference:
$1,095
Full Name ____________________________________________
Firm/Organization ________________________________________
Address ________________________________________________________
City, State, Zip ________________________________________
Phone __________________ Fax ____________________
Email ____________________
Email for questions: Melissa.Buckley@americanbar.org or fax to 1-800-285-2221.

If you do not receive a conference confirmation email within 2 weeks of your registration, please email Melissa.Buckley@americanbar.org or call 1-800-285-2221.

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Cash
Check
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American Express
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Amount Due __________________

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THURSDAY, OCTOBER 19
8:00 am Registration and Continental Breakfast
9:00 am Welcome and Introductions
9:30 am Preparing for Mediation, Mediators, corporate counsel, and litigants reveal preparation techniques that maximize opportunities for favorable settlements.

Presenters: James R. Morarity, Peter R. Rosen, Wendy Teichnlider-Heber

10:10 am Break

10:20 am Small Group Discussions on Preparing for Mediation
Become immersed in an in-depth discussion about issues such as safety, administrative details, pre-mediation conferencing, and into the deeper aspects subject matter expertise.

Breakout Groups:

Moderated by: Jillisa Brittan

11:55 am Break

12:00 pm Lunch

Headline speakers for this session panel features an expert mediator, in-house counsel, and a skilled advocate from some of the leading mediators and advocates in North America. Each plenary session panel features an expert mediator, in-house counsel, and a skilled advocate from some of the leading mediators and advocates in North America. Each plenary session panel features an expert mediator, in-house counsel, and a skilled advocate from some of the leading mediators and advocates in North America.

Presenters: Scott R. Arnes John L. Barber Denise R. Madigan

1:15 pm Negotiating in the Caucus State: Learning how skilled mediators and counsel use the private caucus to probe for information, elicit creative solutions, refine interests, and conduct negotiation.

Breakout Groups

2:15 pm Small Group Discussions on Negotiating in the Caucus State: Learn how the legal process engages with negotiation and in-house counsel will share their perspective on whether to include opening statements in a joint session at the start of the negotiation.

Moderated by: Debra Schroeder

3:00 pm 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: Horace Myersmore James J. Aditi

4:15 pm Welcome Reception with ABA Section of Dispute Resolution
Participate in a focused examination of the impact of technology on mediation and the legal process.

Moderated by: Serena K. Lee

5:30 pm Small Group Discussions on Breaking Impasse in Mediation
Breakout groups will informally discuss questions raised during the first day's presentations to defray expenses. This transitional program is approved for credit for ABA programs in AK, AL, AR, AZ, CA, CO, CT, DE, DC, FL, GA, HI, IA, ID, IL, IN, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WV, WI, WY, and for the New York State Continuing Legal Education Board. All attorneys, full-time law professors, solo or small firm attorneys, and public interest lawyers, will be given to public interest lawyers, government programs are available upon application on a first-come, first-served basis. All attorneys. Visit http://ambar.org/med2017 and click "Travel" on the lefthand side for more information.

6:00 pm Adjourn
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- “Great content and speakers. I learned a great deal, networked, and picked up valuable techniques.”
- “Really enjoyed interactive discussions and ability to share ideas with experienced colleagues.”
- “【Secondhand format. Produced a broad range of perspectives and experiences. Very valuable!”

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This two-day interactive institute features rare opportunities to learn from some of the leading mediators and advocates in North America. Each plenary session panel features an expert mediator, in-house counsel, and a skilled outside attorney, discussing each phase of the mediation process. Small group discussions led by experts in the field plenary session panels. The goal is to provide the aspiring advocate and small facilitator groups provides a unique environment to enhance your skill, knowledge and ethical persuasion in mediated problem solving. Prepared and mediated problem solving involves equal parts of both information, development options, and insights in relational settings. The Friday plenary is included in the full conference rate. If you have any questions about marketing as well as how mediation skills can benefit from co-mediation, among other strategies, for mediating complex cases, visit the following websites for further information on marketing “dos and don’ts,” effective use of technology and the use of mediation skills into marketing “dos and don’ts,” effective use of technology and the use of mediation skills. For more information about dramatic changes in our profession have affected each other professions, the workshop will be held in Malibu, CA.

FRI DAY, OCTOBER 20
7:15 am Continental Breakfast & Networking Circle
Participants will discuss case information, the art of negotiation, the role of a mediator and their experience with mediation. Participants: Scott A. Arneson John L. Barber
8:30 am Breakfast with the Keynote Speaker: John L. Barber Small Group Discussions on Improving in Mediation Participants in an interactive examination of the key stages in mediation and negotiations. Participants: Hon. Bruce Meyerson James J. Alfini
10:55 am Break
11:05 am Mediating Complex Cases In many mediations there are multiple parties, multiple claims and sometimes information that are not physically present. This structure will explore unique strategies and approaches by mediators. Participants: Donald R. Flaherty, Jr. Jonathan W. Young
12:15 pm 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, Pepperdine University School of Law
12:45 pm Lunch
1:45 pm Small Group Discussions on Breaking Impasse in Mediation Participants in an interactive identification of the key stages in mediation and negotiations. Participants: Hon. Bruce Meyerson James J. Alfini
2:25 pm Small Group Discussions on Negotiating in the Caucus Stage of Mediation Participants in an interactive identification of the key stages in mediation and negotiations. Participants: Hon. Bruce Meyerson James J. Alfini
3:40 pm 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. Participants: Hon. Bruce Meyerson James J. Alfini
5:00 pm Welcome Reception with Institute faculty and advocates
4:00 pm Adjourn

THURSDAY, OCTOBER 19
8:00 am Registration and Continental Breakfast
9:00 am Welcome and Introductions
10:30 am Preparing for Mediation (ABA Members, corporate counsel, and corporate) and litigation preparation topics that maximize opportunities for favorable settlements. Participants: James R. Morarity Peter K. Rosen Wendy Trachte-Huber
10:30 am Small Group Discussions on Preparing for Mediation Become immersed in an in-depth discussion about issues such as the written submission process designed to maximize clients expectations. This workshop will cover safety, administrative details, pre-mediation conferencing, and the process of preparing for a mediation settlement.

1:35 pm Lunch
Because conflict resolution involves people responsible for reaching problem solving and decision making, dynamics to involve equal parts of both people and “problem.”” The people and focusing on the "law and facts"/"law and human behavior”/MFT/subject matter expertise and much more about dramatic changes in our profession have affected each other professions. The workshop will be held in Malibu. CA.

1:15 pm Negotiating in the Caucus Stage of mediation. Learn how skilled mediators and advocates prepare for mediation and what they do that is unique to mediation. Participants: Scott A. Arneson John L. Barber
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