

**International Academy of Mediators and the
Ontario Bar Association PRESENT:**



Mediating at the Highest Levels of Competence



3.75 Substantive Hours
0.5 Professionalism Hours

Date: Wednesday, May 8, 2013 | 1:00 pm to 5:15 pm
(Reception at 5:30 pm)

Location: Twenty Toronto Street Conferences and Events
(OBA Conference Centre)
20 Toronto Street, 2nd Floor, Toronto

Note: New members may apply any program that contains a minimum of
0.5 Professionalism Hours toward the annual CPD requirement.

Joint Program with:

Program Chair: **Cliff Hendler**, Distinguished Fellow and
Founding Member of the International Academy of Mediators,
Toronto, ON.



Strategies and Techniques from North America's Best Mediators

As the successful strategies, skills and techniques of ADR have been refined over the past quarter century, counsel have increasingly found value in training with the best mediators in this emerging profession as an adjunct to their own skills. This workshop, led by some of North America's top mediators, targets senior and rising-council whose practice consists of managing complex, multiparty, high-stake cases. These cases rarely end in trial, but almost always in a mediated settlement. Mediating these cases presents a unique challenge. Among other things, complex cases require careful preparation, a grasp of negotiation principles, and most importantly, how to best utilize the mediator and the mediation process to your client's best advantage. All of these presenters are Distinguished Fellows of the International Academy of Mediators

12:30 pm Registration

4:00 pm Break

1:00 pm **Outstanding Advocacy in Complex Mediations**

Complex multiparty mediations command preparation, insight and strategy that will allow your client to achieve the best settlement or alternatively, a better understanding of their walk away position. This session will focus on pre-mediation preparation, making useful opening statements, and how to prepare for effective negotiations in the mediation process

4:15 pm **Mediation Best Practices and Ethical Dilemmas**

Learn top tips mediators can give you on how best practices to assist in managing your negotiations and resolving your most difficult cases. This session will also include a discussion of ethical considerations for both advocates and mediators on issues of neutrality and confidentiality.

Joan Parker, Philadelphia, PA
Judy Meyer, Philadelphia, PA
Jerry Weiss, Cleveland, OH

Tracy L. Allen, Detroit, MI
Eric Galton, President, International Academy of Mediators,
Austin, TX

2:30 pm Break

5:15 pm Concluding Remarks

2:45 pm **Behind the curtain and inside the other room:
deconstructing the mediator's actions**

What happens when the mediator enters or leaves your room? Mediators use the currency of risk, not certainty, to encourage movement from the parties. The goal is to move from argued positions to meeting the underlying goals and objectives of each side. How do mediators use this reality in each room, while maintaining their integrity and credibility and your confidentiality? What are some mediator phrases that you should especially take notice of? How can use the mediator to more effectively understand the process of negotiations?

5:30 pm Cocktail Reception
Mix and Mingle with mediators from across North America

Marvin E. Johnson, Baltimore, MD
Jonathan T. Fidler, Toronto, ON

Sponsored by:



PROGRAM REGISTRATION IS ONLINE www.oba.org/pd

Questions? pd@oba.org