



# Getting More From Your Mediations – Representing Clients and Maximizing Returns

## Course Syllabus

### MONDAY, MAY 24

3:00-3:25 p.m.	<b>Introductions; Course Objectives</b> (25 minutes; 0.5 CLE credits, Professional Practice)
3:25-4:15 p.m.	<b>Mediation as Facilitated Negotiation; Principles of Interest-Based Negotiation</b> (50 minutes; 1.0 CLE credits, Professional Practice)
4:15-4:30 p.m.	<b>Break</b>
4:30-5:20 p.m.	<b>Exercise and Debrief</b> (50 minutes; 1.0 CLE credits, Skills)
5:20-6:10 p.m.	<b>What's the Mediator Doing There? Attributes of a Skilled Mediator</b> (50 minutes; 1.0 CLE credits, Professional Practice)
6:10 p.m.	<b>Adjourn</b>

### TUESDAY, MAY 25

3:00-3:50 p.m.	<b>Ethical Responsibilities of Attorneys in Mediation: Rule 4.1</b> (50 minutes; 1.0 CLE credits, Ethics)
3:50-4:15 p.m.	<b>Why Businesses Seek Mediation; Selecting the Mediator</b> (25 minutes; 0.5 CLE credits, Professional Practice)
4:15-4:30 p.m.	<b>Break</b>
4:30-4:55 p.m.	<b>Features of Mediation; Classic Mediation Structure; Attorney Input</b> (25 minutes; 0.5 CLE credits, Professional Practice)
4:55-5:20 p.m.	<b>Preparing the Client for Mediation; Pre-Mediation Communications with the Mediator; Pre-Mediation Submissions</b> (25 minutes; 0.5 CLE credits, Professional Practice)
5:20-6:10 p.m.	<b>Party Opening Statements; Message-Conveying and Message-Receiving</b> (50 minutes; 1.0 CLE credits, Professional Practice)
6:10 p.m.	<b>Adjourn</b>



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### WEDNESDAY, MAY 26

3:00-4:15 p.m.	<b>Opening Exercise and Debrief</b> (75 minutes; 1.5 CLE credits, Skills)
4:15-4:30 p.m.	<b>Break</b>
4:30-4:55 p.m.	<b>Joint Sessions After Opening Statements; Acquiring Information</b> (25 minutes; 0.5 CLE credits, Professional Practice)
4:55-5:45 p.m.	<b>Caucuses: How to Engage the Mediator Strategically</b> (50 minutes; 1.0 CLE credits, Professional Practice)
5:45-6:10 p.m.	<b>Constructive Closures: Finalizing the Process, Whether Deal or No Deal</b> (25 minutes; 0.5 CLE credits, Professional Practice)
6:10 p.m.	<b>Adjourn</b>

### THURSDAY, MAY 27

3:00-3:50 p.m.	<b>Considerations in Bargaining to “Get to Yes”; Identifying Barriers to Agreement; Managing the Client through the Mediator</b> (50 minutes; 1.0 CLE credits, Professional Practice)
3:50-4:00 p.m.	<b>Break</b>
4:00-5:15 p.m.	<b>Exercise and Debrief</b> (75 minutes; 1.5 CLE credits, Skills)
5:15-5:50 p.m.	<b>Course Takeaways</b> (25 minutes; 0.5 CLE credits, Professional Practice)

### CLE INFORMATION

**Total New York CLE Credits:** 13.5 (8.5 Professional Practice, 4.0 Skills, 1.0 Ethics)

New York Law School is an accredited provider of Continuing Legal Education (CLE) in New York State, and CLE will be managed by New York Law School for this program. Credit amounts vary by attendance verification and jurisdictional rules and cannot be confirmed in advance of the program.

New York State CLE credits may satisfy CLE requirements in other jurisdictions – including the Law Society of Hong Kong, the Law Society of England and Wales, and the American jurisdictions of AK, AZ, AR, CA, CO, DC, FL, HI, ME, MO, NJ, ND, WA, WV and WI – by virtue of the reciprocity policies in those jurisdictions.

**Questions?** Please contact Michael Rodriguez at [CustomerService@AAAMediation.org](mailto:CustomerService@AAAMediation.org) or 877-250-0329.