

# Alternative Dispute Resolution 2012

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## THE PROGRAM –

### Getting to and Mediating the *Red Zone*

#### Ethical Guidelines for Mediators \* Mediating in the Red Zone:

**Advanced Mediation Training on the Field** • How to set up mediations to create synergy & build trust • Case intake and preparation • Role of the mediator as traffic cop/coach/educator - and quarterback! • How to be more effective as an advocate in preparing the client, the summary and the opening remarks \* **Working as a Team** • Techniques to move negotiations along • Tailoring a joint session to fit the participants and the dispute • How to coach advocates • What scripts work better than others • Examples of effective opening remarks • Questions in a joint session that create movement toward negotiations • How to set up opening offers/ demands • How to manage expectations in the negotiation dance \* **Fourth Quarter**

**Gamesmanship - How to Score** • Ways to close gaps and to finalize the negotiation • Case examples to demonstrate choices, techniques, and ideas.

**MCLE CREDIT 6.75 hrs. (including 1.00 hr. ethics)** Applies to the College of the State Bar of Texas in Civil Trial Law, Labor and Employment Law and Personal Injury Trial Law.

For more information call a DVD CLE representative at 800-204-2222 ext 1575 or email [ptrevino@texasbar.com](mailto:ptrevino@texasbar.com)

## Alternative Dispute Resolution 2012

# DVDCLE

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8390-12

**Available beginning Mar. 12th, 2012  
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Ship Materials to \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Contact Person \_\_\_\_\_ Today's Date \_\_\_\_\_

Contact Ph: (\_\_\_\_) \_\_\_\_\_ Fax: (\_\_\_\_) \_\_\_\_\_

Email \_\_\_\_\_

Date/s for your program (available as of Mar.12th, 2012) \_\_\_\_\_

1) Price \$195.00 for 1 participant .....\$ \_\_\_\_\_

2) Price \$ 155.00 (if at least 2 participants) x total no. \_\_\_ of participants\$ \_\_\_\_\_

3) MCLE Late Fee \$50 if your order is not timely enough to be submitted to the MCLE Dept at least 15 days prior to your program date.....\$ \_\_\_\_\_

**TOTAL \$ \_\_\_\_\_**

If express processing or 2<sup>nd</sup> day delivery is necessary, we will contact you regarding a Rush Fee.

#### Choice of Written Materials\*:

Book  USB thumb drive

#### Choice of Video/Audio:

DVD  Audio CD

\* *USB is sent if no option is checked*

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—OR—

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***DVDCLE, State Bar of Texas, P.O. Box 12487, Austin, TX 78711.***