

Program Schedule

**NEGOTIATION AND MEDIATION:
PAVING THE WAY IN THE 21ST CENTURY**

Presented by:

PAUL M. LISNEK, J.D., PH.D.

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| 9:00 – 10:30 am | Introduction to Alternative Dispute Resolution Forms of ADR Defining Mediation Types and Qualities of Mediators Role of Negotiation on Mediation |
| 10:30 – 10:45 am | <i>Break</i> |
| 10:45 – 12:15 pm | Understanding Negotiation Levels of Negotiation Identifying “Needs, Wants, and Can Gets” Ego, Control and Principle Interdependence in Negotiation Stages of Negotiation Styles of Negotiation: Competitive vs. Cooperative Traits of A Good Negotiator |
| 12:15 – 1:15 pm | <i>LUNCH</i> |
| 1:15 – 2:45 pm | Preparing to Mediate Players in the Process Mediation: The Procedures Mediation: The Stages The Magic of the Caucus |
| 2:45 – 3:00 pm | <i>Break</i> |
| 3:00 – 4:30 pm | Trying it Out: An Exercise Drafting the Mediation Agreement |
