

**ADVANCED
MEDIATION
WORKSHOP at
Worcester
College,
Oxford**

MARCH 12-16, 2018



Boston Law Collaborative Institute, LLC, and Art ADR Global invite you to an advanced mediation training led by Mediator **David Hoffman**, Lecturer on Law at Harvard Law School, and **Nicola Wallace**, Barrister and Mediator, London, featuring Guest Mediators **Geoff Sharp** and **Bill Gater**

When: Monday, March 12 to Friday, March 16, 2018 (9:00 AM – 5:00 PM each day)

Where: Worcester College, Oxford, UK

Who should attend: Experienced mediators

What: Five days of multi-faceted training involving both theory and practice

Cost: £3,000 plus VAT, includes:

- All course materials
- Accommodations for five nights at Worcester College
- Breakfast, two-course lunches, and refreshments each day
- Canapes and welcome drinks on first night of the course
- Evening walking tour of Oxford
- Celebratory formal dinner in Hall on the final evening of the course

To register your interest, email
JGoodman@BLC.law

**** Limited to 24 places ****

Managing the Tough Issues in Mediation: An Advanced Workshop for Experienced Mediators

When embattled parties come to the mediator's table, they are often awash in emotions that make for difficult interactions and impasses. **Cultural differences**, difficult personalities, psychological blinders, challenging negotiation strategies, and other **settlement barriers** further complicate the task of resolving conflicts.

This advanced mediation workshop tackles the **toughest issues** that mediators face. Ethical dilemmas, conflicts based on the parties' values and identities, and intra-party conflicts in multi-party cases will be addressed. Best practices will be studied, and participants will have the opportunity to present their own most challenging cases for discussion.

Each day of the training includes **hands-on learning** in role play simulations and small-group discussions, as well as mediation demonstrations by the faculty.

Renowned Brick Court mediator **Geoff Sharp** from New Zealand and experienced mediator **Bill Gater** from the UK, will add their insights from many years of experience with sophisticated parties and complex cases.

Agenda

A combination of lecture, role play, demonstration, debriefing, and group discussion

Monday, March 12	Mediation Strategy and Process Design; The Art of the Question and the Power of Words; Authenticity, Trust, and Rapport Building; Theories of Practice
Tuesday, March 13	The Psychology of Mediation; High-Conflict Personalities; Attorney-Client Dynamics; Fairness, Distributive Bargaining and Secondary Conflict
Wednesday, March 14	Impasse-Breaking Techniques; Mediation Styles: Directive, Facilitative, Evaluative and Transformative; The Loneliness of the Long-Distance Mediator
Thursday, March 15	Values, Identities, Cultures, and Faiths; Diversity Issues and Implicit Bias; Ethical Dilemmas; Lecture by Geoff Sharp
Friday, March 16	Bringing Peace into the Room – The Deeper Dimensions of Mediation; Your Toughest Cases – and How to Resolve Them

Faculty Bios



David Hoffman, Esq. is an attorney, mediator, arbitrator, and founding member of Boston Law Collaborative, LLC. He teaches three courses at Harvard Law School, where he is the John H. Watson, Jr. Lecturer on Law: Mediation; Collaborative Law and Legal Ethics; and Diversity and Dispute Resolution. David also trains mediators in the 5-day Advanced Mediation Program for the Harvard Negotiation Institute, which is part of the Program on Negotiation at Harvard Law School.

As mediator and arbitrator, David has handled over 1,000 cases involving business, family, employment, and other disputes. David is past chair of the American Bar Association Section of Dispute Resolution. David is also a Distinguished Fellow in the International Academy of Mediators, and is listed in the book "Best Lawyers in America" in five categories, including mediation, arbitration, and Collaborative Law. In 2014, he received the Lifetime Achievement Award from the American College of Civil Trial Mediators, and in 2015 received the D'Alemberte-Raven Award, the ABA Section of Dispute Resolution's highest honor, recognizing outstanding service in the ADR field. In 2016, he was named Boston's "Lawyer of the Year" for Mediation by U.S. News & World Report.

David has published three books on mediation, including *Bringing Peace into the Room: How the Personal Qualities of the Mediator Impact the Process of Conflict Resolution* (with co-editor Daniel Bowling), and numerous articles, which are posted on the Boston Law Collaborative web site (www.blc.law).

Prior to founding Boston Law Collaborative, LLC in 2003, David was a litigation partner at the Boston law firm Hill & Barlow, where he practiced for 17 years. During its first 15 years, BLC has won the American Bar Association's Lawyer as Problem Solver Award, and the Law Firm Award for Excellence in ADR from the International Institute for Conflict Prevention and Resolution.

David is a graduate of Princeton University (A.B. 1970, *summa cum laude*), Cornell University (M.A. 1974, American Studies), and Harvard Law School (J.D. 1984, *magna cum laude*), where he was an editor of the Harvard Law Review. He lives in a cohousing community in Acton, Massachusetts (USA) and has three adult children and an adolescent cat. He is past-president of Kerem Shalom Congregation in Concord, Massachusetts.

Faculty Bios



Nicola Wallace is a barrister and mediator at 4 Paper Buildings, Temple, London. She is a civil and commercial and family mediator, accredited by ADR Group and The Royal Institute of Chartered Surveyors (RICS). She is an accredited mediation trainer for ADR Group, The Royal Institute of Chartered Surveyors (RICS) and ADR ODR International. She is a panel member of ADR ODR International and is also an Appointed Neutral for WIPO in respect of art-related disputes.

In 2015, Nicola was awarded distinction in her MSc in Art, Law & Business (Christie's/University of Glasgow). She then founded Art ADR Global (www.artadrglobal.com) and was invited to join Art Resolve - a group of specialist practitioners who provide a range of ADR services for the Art and Heritage sectors. In February 2016, Nicola was selected as a Judge for 12th ICC Mediation Competition (International Chamber of Commerce) in Paris. In June 2016, Nicola successfully completed the Advanced Mediation Course at Harvard Law School, led by David Hoffman. In March 2017 Nicola undertook 40 hours of training to gain certification as a Faith Mediator (Abrahamic Faiths). In June 2017, Nicola returned to Harvard Law School to assist the Faculty in the delivery of the Advanced Mediation Course. In February 2018, Nicola returns to the ICC in Paris, as a Judge.

Nicola is an accredited trainer for the Bar Council of England & Wales and Resolution.

Role Play Facilitator



Bill Gater is a lead trainer of Civil and Commercial Mediation for the Royal Institution of Chartered Surveyors. He has a truly global mediation footprint, delivering courses in the Middle East, Asia Pacific, South Africa and Europe. In the UK, Bill is a Chair of the First Tier Tribunal (Property Chamber). He is also the Appointed Mediator for the UK South West Region for the Tribunal, mediating a wide range of property related disputes. In June 2017, Bill successfully completed the Advanced Mediation Course at Harvard.

Guest Speaker



Geoff Sharp is a commercial mediator working in New Zealand, UK and Asia Pacific. Geoff was the first Australasian to be elected a Distinguished Fellow of the International Academy of Mediators.

In 2016/2017 he mediated a number of high-profile London matters including a multibillion-pound class-action and one of the most significant pieces of litigation in the UK for 2016, a five party country to country commercial dispute, co-mediated with a retired UK Court of Appeal judge, of political and historical significance together with a multimillion pound insolvency litigation and a Southeast Asian energy infrastructure claim set against a complex backdrop of litigation and arbitration in Manila, Singapore and London.

Widely recognized as a leading mediator who can productively engage with parties in conflict, Geoff has been instructed by many of the world's leading law firms dealing with contentious matters, as well as government agencies, including the UK Government in 2016. He mediates across a range of commercial conflicts including infrastructure, construction, intellectual property, technology/telecom/energy sectors, financial, insurance, contractual, shareholder, joint-venture and senior employment.

Art ADR Global, based in London, offers mediation services, legal advice, and training in areas including contract matters, heritage issues, intellectual property, artists' rights, and authenticity disputes arising in all areas of the arts and heritage. www.artadrglobal.com

Boston Law Collaborative Institute, LLC, based in Boston, provides training, coaching, and education in all areas of dispute resolution. It is the non-profit arm of Boston Law Collaborative, LLC, which provides mediation and other ADR services. www.blc.law