Learn how to navigate complex and nuanced issues in today’s mediations from international mediation experts.

- Establishing quality interactions with parties to close the deal
- Aligning the interests of multiple parties
- Navigating and getting past points of impasse
- Applying effective approaches to dealing with difficult people and situations
- Recognizing ethical considerations throughout the mediation process

Plus! Don’t miss the Interactive Multi-Party Case Analysis
You will have the opportunity to analyze a multi-party dispute and brainstorm strategies for overcoming challenges and closing the deal.

KEYNOTE SPEAKER
Marie Henein, Senior Partner, Henein Hutchison LLP on “Closing the Deal – A User’s Perspective”

Register today at:
osgoodepd.ca/mediation2020

Program Chair
J. Jay Rudolph, LLB. C.Med., C.Arb
Rudolph Mediation & Arbitration Services Inc.

Date and Time
May 14, 2020
9:00 a.m. – 4:00 p.m. EDT
In Person or Webcast

Online Replay:
June 9, 2020

Location
Osgoode Professional Development
1 Dundas St. West, 26th Floor
Toronto, ON

SPONSORED BY:
Closing the Deal: Effective Strategies for Advocates and Mediators

Mediation plays a critical role in our justice system. It requires a special skill set and raises unique challenges for both mediators and counsel. Beyond the justice system, mediation approaches and techniques are increasingly used in a wide variety of settings.

Developed as part of a unique partnership of legal, mediation and academic experts, this joint Winkler/IAM/OsgoodePD annual program draws from across North America, and provides a forum of discussion focused on broadening the skills of counsel and mediators.

This year’s program focuses on navigating the challenges faced by counsel and mediators during the mediation process and applying effective strategies to help close the deal, including:

- The most effective approaches to dealing with difficult people and situations during mediation
- Creating quality interactions with all participants at the mediation table
- Strategies to overcome points of impasse
- Managing diverging interests in multi-party cases
- Benefits of a transformative approach to settlement
- Recognizing ethical dilemmas as you close the deal

PLUS! Don’t miss your chance to hear from Keynote Speaker Marie Henein and to participate in the large group Interactive Multi-Party Case Analysis.

Who Should Attend

- Mediators
- Arbitrators
- Private Practice Lawyers
- Government Lawyers (Crown, Attorney, Prosecutor)
- In-House Counsel (General Counsel, Legal Counsel, Corporate Counsel)
- Ombudsman

Register today at:

osgoodepd.ca/mediation2020
1:45 p.m.

Interactive Multi-Party Case Analysis

Jon Fidler, JD, C.Med.
M+F Mediation & Arbitration Services

Michael Dickstein
Dickstein Dispute Resolution

In this interactive large group discussion, participants will analyze and tackle a complex multi-party dispute. The scenario will require participants to determine the best strategies for navigating impasse and expertly deal with ethical dilemmas in order to close the deal.

- Managing multi-party diverging issues and interests
- Aligning the competing, shifting and parallel interests of multiple parties
- Mediating conflicting interests between co-plaintiffs and between co-defendants
- Exploring the dynamic between insured versus uninsured parties
- Working with the intersection of emotional and business interests
- Maintaining future relationships beyond the dispute
- Dealing with government entities
- Identifying and avoiding ethical land mines

2:45 p.m.

Refreshment Break

3:00 p.m.

Interactive Multi-Party Case Analysis (continued)

3:30 p.m.

Panel Discussion: Bringing It All Together

The Hon. Warren K. Winkler, OC, O.Ont., QC
Former Chief Justice of Ontario, Mediator & Arbitrator

Louise Phipps Senft
Baltimore Mediation

Chuck Doran
President, IAM

This panel will discuss and highlight key takeaways from the day and take questions from the participants.

4:00 p.m.

Conference Concludes
Chair
J. Jay Rudolph, LLB, C.Med., C.Arb
Rudolph Mediation & Arbitration Services Inc.

Special Guest Speaker
Marie Henein
Senior Partner, Henein Hutchison LLP

Faculty
Jon Fidler, JD, C.Med.
M+F Mediation & Arbitration Services

Michael Dickstein
Dickstein Dispute Resolution

Chuck Doran
President, IAM

Cinnie Noble
Cie Energy Conflict Management Coaching

Chris Paliare
Paliare Roland LLP

Planning Committee
Jon Fidler, JD, C.Med.
M+F Mediation & Arbitration Services

Paul M. Iacono, QC
YorkStreet Dispute Resolution Group Inc.

Alicia Kuin,
C.Med, LL.M. (ADR), M.A., B.A.
Conflict Analyst & Mediator, YorkStreet Dispute Resolution Group Inc.

Richard Rejino
Executive Director, International Academy of Mediators

Louise Phipps Senft
Baltimore Mediation

Martha Simmons
Winkler Professor of Dispute Resolution; Academic Director, Winkler Institute of Dispute Resolution

Allan J. Stitt
President and CEO, ADR Chambers

The Hon. Warren K. Winkler,
QC, O.Ont., QC
Former Chief Justice of Ontario, Mediator & Arbitrator

Martha Simmons
Winkler Professor of Dispute Resolution; Academic Director, Winkler Institute of Dispute Resolution

The Hon. Warren K. Winkler,
QC, O.Ont., QC
Former Chief Justice of Ontario, Mediator & Arbitrator

Registration Details
Fee per Delegate
$695 plus HST
Early Bird $625 until February 28, 2020

Program Changes
We will make every effort to present the program as advertised, but it may be necessary to change the date, location, speakers or content with little or no notice. In the event of program cancellation, York University’s and Osgoode Hall Law School’s liability is limited to reimbursement of paid fees.

Cancellations and Substitutions
Substitution of registrants is permitted at any time. If you are unable to find a substitute, a full refund is available if a cancellation request is received in writing 14 days prior to the program date. If a cancellation request is made with less than 14 days notice, a $75 administration fee will apply. No other refund is available.

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