

Scottsdale, Arizona • November 7 - 9, 2019



IAM

Deconstructing the Mediation Process...

...Learning from the Best Mediators
Around the World



International Academy of Mediators

2019 Fall Conference Schedule

Deconstructing the Mediation Process: *Learning from the Best Mediators Around The World*
Scottsdale, Arizona · November 7-9, 2019

Wednesday, November 6

2:30 PM **Board of Governors Meeting** CK Studio

Thursday, November 7

Spouse/Guest Activity: 9:00 AM Architectural Tour – *Taliesin West/Cosanti* Pre-registration required \$125 per person (15-person minimum – 4 hours – transportation provided) Leaves at 9:00 AM from Hotel Lobby


9:30 – 9:45 **Introductions** Alhambra B

9:45 – 12:00 **Deconstruct Mediation Part 1** Alhambra B

12:00 – 1:30 **Lunch** Valencia B/C

1:30 – 2:30 **The Psychology of Successful Mediation — Applying Empirical Principles of Influence on Mediation** with Linda Demaine Alhambra B

Professor Linda Demaine, a protégé of Robert Cialdini, will explain numerous principles of influence and persuasion and explore how these principles can impact the success of the mediation process.

2:30 – 2:45 **PEPP TALK 1 – Gandhi, Father of a Nation, Lawyer... and Mediator!**  Alhambra B
with Varuna Bhandari & Nandini Gore

2:45 – 3:00 **Break**

3:00 – 4:00 **SIR Talk – Joint Session or Caucus? What the IAM World-Class Mediators Are Doing and Why –** with Lela Love Alhambra B

This session reports on an IAM survey developed by Lela Love, Eric Galton and Jerry Weiss about the practices of IAM mediators in connection with using joint session or caucus. In addition to sharing survey results, the session will examine the major schools of mediation and their approach to the use of joint session, the research on the impact of using joint session and caucus, and experiences of IAM mediators with respect to the joint session.

4:00 – 5:00 **Junto Sessions 1**  See Junto Schedule

5:00 – 6:45 **Free Time**

6:45 – 7:30 **Cocktail Party** Valencia B/C

7:30 **Sign and Dine** Various Restaurant Locations

FRIDAY, November 8

Spouse Guest Activities:

8:30: Sonoran Bike Tour – \$110 per person. *Pre-registration required.* (4-hour tour: 8-person minimum – transportation provided) Departure time 8:30 AM – 12 30 PM from hotel lobby.



10:30: A Taste of Old Town Scottsdale Lunch Tour - *Pre-registration required. \$85 Per person* (3.5 to 4-hour tour.)

Tour meets IN FRONT in front of the

Old Mission Church

3817 N Brown Ave

Scottsdale, Arizona 85251

7:00 – 8:00	Optional MediTation with Steve Paul and Wendy Kramer	Sevilla
8:00 – 9:00	Breakfast– Attendees Only: Specialty Breakfast Discussion on Diversity, led by Joyce Mitchell, Ralph Williams, and Rande Sotomayor	Valencia B/C Cordoba
9:00 – 11:15	Deconstruct Mediation Part 2	Alhambra B
11:15 – 11:30	Break	
11:30 – 12:30	Junto 2 	See Junto Schedule
12:30 – 1:30	Lunch	Valencia B/C
1:30 – 2:30	Lying Lawyers? In Mediation? Apparently, It’s True – Art Hinshaw	Alhambra B
2:30 – 3:30	Junto 3 	See Junto Schedule
3:30- 4:00	IAM Business	Alhambra B
4:00 – 6:00	Free Time	
6:00 – 9:00	Cocktails and Dinner Enjoy a relaxed dinner with your IAM colleagues, followed by a post-dinner “unplugged” musical gathering and singalong with the New Trolls and Friends.	Alhambra B

SATURDAY, November 9

Members/Guest/Spouse Activities: Afternoon Golf at the Arizona Biltmore – \$100 per person (includes green fees and golf cart). *Pre-registration required* (4-5 hours: transportation not provided.) Tee times between 1:37 and 2:27 PM (approx. 8-minute intervals) (32 spots available)

Optional Saturday Morning Guided Hike: \$25 per resort guest. Start time depends on season. Call Montelucia Spa 480-627-3020 to make reservations. October-April (weather permitting). Omni guides know Camelback Mountain dangers and are CPR and First Aid certified to provide an educational and safe guest experience. Water and snacks are not included and may be purchased separately in Crave Café.

8:00 – 9:00	Breakfast – Attendees Only	Valencia
9:00 – 9:45	Understanding the Singapore Conference and What It Means to Mediation: Michel Kallipetis & Tat Lim	Alhambra B
9:45 – 11:45	Deconstruct Mediation Part 3	Alhambra B
11:45 – 12:30	Open Mic	Alhambra B
Conference Concludes – Optional Golf Event (must be pre-registered)		



International Academy of Mediators

Junto Schedule

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TOPIC	FACILITATOR(S)	DAY	ROOM
Evolving the Mediation Process — Mediating Without Bargaining	Michael Young	Thursday	Valencia Salon 1
Are You the Boss of Me? – Managing a Mediator’s Role with a Court	Paul Van Osselaer	Thursday	Valencia Salon 2
"He Said What?" Managing the Bully in the Other Room"	Jan Schau and Joseph Paulk	Thursday	Cordoba
Med-Arb: Having it Both Ways	Bruce Meyerson	Thursday	Sevilla
Good Harvests Begin with Diligent Planting: Pre-Session Tips for Success	Jeff Trueman and Joyce Mitchell	Thursday	Alhambra B
Mediator's Proposals: When, How and Why	Scott Markus	Friday AM	Valencia Salon 1
Aftercare: The Mediation Continues Beyond Impasse	Chuck Doran Charles Atwell	Friday AM	Valencia Salon 2
Reverse Mentoring: What Are “Experienced” Mediators Missing?	Molly Jo Mullen and Lisa Amato	Friday AM	Cordoba
The Mediation Marketplace (Dealing with Attorney’s and Insurance Professional’s Expectations and Keeping Their Business)	Wendy Kramer	Friday AM	Sevilla
The Art of Having Difficult Conversations – and Still Maintain Your Progress, Your Clients and Your Friends	Michelle Reinglass	Friday AM	Alhambra B
November Madness: Bracketology	Tracy Axelberg	Friday PM	Valencia Salon 1
The Mediator Legacy: What We Will Leave Behind	Jeff Krivis and Lee Jay Berman	Friday PM	Cordoba
Closing Techniques When Impasse Seems Imminent	Angelia Tolbert	Friday PM	Sevilla
Marketing Your Mediation Practice Through Social Media	Logan Cooper	Friday PM	Alhambra B

IAM Speakers

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Linda Demaine

Session: **The Psychology of Successful Mediation — Applying Empirical Principles of Influence on Mediation**

Linda Demaine is a professor of law and the Willard H. Pedrick Distinguished Research Scholar at the Sandra Day O'Connor College of Law at Arizona State University. With a JD and a Ph.D. Social Psychology, Professor Demaine is also a faculty fellow with the Center for Law, Science and Innovation and affiliated professor of Psychology and director of the Law and Psychology Graduate Program at ASU.

Professor Demaine has studied with Robert Cialdini, one of the pioneers in the investigation and understanding of persuasion and influence as applied to individual decision making. Her research interests include the empirical analysis of law, legal procedure, and legal decision making, the application of legal and psychological perspectives to social issues, ethical, legal, and social issues deriving from advances in technology, and information campaigns and persuasion.

Before joining the ASU in 2004, Professor Demaine was a behavioral scientist and policy analyst at RAND, where she led and participated in diverse projects, including an analysis of biotechnology patents and the strategic use of deception and other psychological principles in defense of critical computer networks. She has held an American Psychological Association Congressional Fellowship, through which she worked with the Senate Judiciary Committee on FBI and Department of Justice oversight, judicial nominations and legislation. Professor Demaine also has held an American Psychological Association Science Policy Fellowship, working with the Central Intelligence Agency's Behavioral Sciences Unit on issues involving cross-cultural persuasion.



Art Hinshaw

Session: **Lying Lawyers? In Mediation? Apparently, It's True**

Art Hinshaw is a Clinical Professor of Law, the John J. Bouma Fellow in Alternative Dispute Resolution, and the founding director of the Lodestar Dispute Resolution Center at the Sandra Day O'Connor College of Law at Arizona State University.

Professor Hinshaw publishes and teaches in the field of alternative dispute resolution (ADR), primarily mediation and negotiation. His research bridges ADR theory and practice, and includes empirical studies on negotiation ethics and calls for professional regulation of the mediation field. Both his theoretical and practice related work have been recognized by the International Institute for Conflict Prevention and Resolution. Professor Hinshaw frequently lectures about the intersection of practice norms and ethics in both mediation and negotiation, and his teaching responsibilities include the Lodestar Mediation Clinic and Negotiation.

Prior to joining ASU, he taught at the University of Missouri School of Law and at the Washington University School of Law in St. Louis. Before his academic career, he practiced law in Kansas City, Missouri.



Lela Love

Session: **SIR Talk – Joint Session or Caucus? What the IAM World-Class Mediators Are Doing and Why**

Besides being IAM's Scholar in Residence (SIR), Lela Porter Love is a professor of law and director of the Kukin Program for Conflict Resolution at Benjamin N. Cardozo School of Law (NYC). Her program has been ranked by U.S. News and World Report among the top ten law school programs in the US in dispute resolution since 2000. She founded (in 1985) Cardozo's Mediation Clinic—one of the first clinical programs to train law students to serve as mediators. Professor Love serves as mediator in community, employment, family, human rights, school-based and commercial cases. An active educator and participant in dispute resolution activities, she regularly conducts mediation and arbitration training programs and courses both domestic and international. Professor Love is the Past Chair of the American Bar Association Section of Dispute Resolution. In her chair year she initiated the first International Mediation Leadership Summit in the Hague. She received a Lifetime Achievement Award from the International Academy of Mediators in 2012 and from the American College of Civil Trial Mediators in 2010 and was given the "Front Line Champion" Award at the Association of the Bar of NYC on Mediation Settlement Day in 2009. Professor Love has written widely on the topic of dispute resolution, including co-authoring three law school textbooks. Among her books are: *The Middle Voice*, co-authored with Joseph Stulberg and now in its 3d edition, and two collections of stories about mediations—*Stories Mediators Tell*, co-edited with IAM's Eric Galton, and *Stories Mediators Tell—World Edition*.



Michel Kallipetis

Session: **Understanding the Singapore Conference and What It Means to Mediation**

40 years' experience as a practicing barrister in the field of general commercial, professional negligence, and employment work, and some 15 years' sitting as a Deputy High Court Judge sitting in Queen's Bench, Chancery and the TCC, provides a reliable basis for Michel's ability to mediate most civil and commercial disputes. Twelve years ago, he left Littleton Chambers, of which he had been Head, and founded Independent Mediators Ltd, to practice as a full-time mediator. He is recognized in The Legal Directories as an expert in his field in Mediation in the UK

and internationally.

He is a Distinguished Fellow and the Vice President of the International Academy of Mediators. He was the first Chairman of the England and Wales Bar Council ADR Committee, a member of the working party which drafted the EU Code of Practice for Mediators, and gave expert opinion to JURI, the legal service committee of the European Parliament, prior to its adopting the European ADR Directive, and was a representative at the UNCITRAL Working Group II which drafted the Singapore Convention for the Enforcement of International Commercial Mediation Settlement Agreements. In 2012, he was invited to join the Singapore Mediation Centre's International Panel of Mediators. He was recognized by Who's Who Legal as a Thought Leader in 2016 and 2017 and as Mediator of the year in 2017.



Tat Lim

Session Panelist: **Understanding the Singapore Conference and What It Means to Mediation**

Tat is a dispute resolution practitioner based in Singapore, with 30 years’ experience as a dispute resolution counsel and 15 years’ experience as a commercial mediator.

He is recognized in Who’s Who Legal as a leading mediator and in Legal500 for his practice in commercial litigation. He is a certified mediator with many distinguished mediation panels including IMI and Compliance Advisory Ombudsman, IFC, World Bank Group, and has successfully mediated a broad spectrum of disputes across Asia.

He is a Weinstein JAMS International Fellow, and serves as Co-Chair of the IBA Mediation Committee, Board Member of Singapore Mediation Centre and Member of the IMI Independent Advisory Committee.

His contributions to publications in his areas of practice include Singapore Civil Procedure (Sweet & Maxwell), Mediation in Singapore: A Practical Guide (Sweet & Maxwell), Mediation Practice (ICC), and Stories Mediators Tell: World Edition (ABA).

Welcome to the IAM Inductees

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