

ADVANCED MEDIATION ADVOCACY: Preparing and Presenting your Case

JULY 4 – 7, 2015
NEW YORK, NEW YORK

REGISTER



THE RESOLUTION EXPERTS



Advanced Mediation Advocacy: Preparing and Presenting your Case

July 4 – 7, 2015 • New York, New York

Advanced Mediation Advocacy

Advanced Mediation Advocacy for lawyers offers instruction to those who want to take their skills to the next level. This program is designed for lawyers practising in family law, commercial law and civil law. This interactive course explains concepts such as the Mediator's Proposal, bracketing, breaking impasse, baseball mediation, etc. It provides more advanced techniques for those who represent clients and provides insight into some of the more specialized techniques employed by mediators in resolving disputes.

Learning Outcomes

BY THE END OF THE COURSE, YOU WILL BE ABLE TO:

- Have a better understanding of more advanced techniques employed by mediation counsel
- Learn how to integrate these techniques into your practice
- Learn how best to use advanced mediation advocacy techniques for the purpose of:
 - (a) securing the most effective outcome for your clients;
 - (b) maintaining client satisfaction;
 - (c) developing enhanced skills within mediation;
 - (d) recognise the practical benefits of a collaborative approach to resolving disputes;
 - (e) generally improve your professional skills in the context of people, processes and management.

Join us July 4-7 in New York City

JULY 4TH FIREWORKS CELEBRATION Evening Cruise on Hudson River

*An opportunity to participate in a national celebration with Australian students completing the Deakin International Commercial Law Study Tour and program colleagues.
Guests welcome. \$150 USD per guest.*



Participants will receive:

- a Certificate of Completion from the Institute of International Commercial Law, Pace Law School
- 6 Continuing Professional Development Points (Ethics, Professional Responsibility and Professional Skills)

JULY 5TH 6PM • Dinner for Mediation Training participants

Guests welcome. \$100 USD per guest.

JULY 6TH 9:30AM-5PM • Mediation Training at JAMS

JULY 7TH 9:30AM-1PM • Mediation Training at JAMS

LOCATION: JAMS, 620 Eighth Avenue, 34th Floor

REGISTRATION DEADLINE: February 27, 2015 [REGISTER](#)

\$300 non-refundable deposit due at registration
Balance due by March 27, 2015

FEE: \$1100 USD [PAY NOW](#)



About the Institute of International Commercial Law

Founded in 1991, the Pace Law School Institute of International Commercial Law has played an instrumental role in the evolution of international commercial law and international arbitration by creating

the award-winning CISG Database, founding the Willem C. Vis International Commercial Arbitration Moot and participating as an NGO at UNCITRAL for the creation of legal instruments to support online dispute resolution systems for cross-border e-commerce trade.

CISG Database – Setting the Standard

Built on the philosophy that universally-free access to legal information contributes to peaceful cooperation among trading partners and countries, the Pace CISG Database offers the most current and comprehensive collection of information on the United Nations Convention on Contracts for the International Sale of Goods (CISG), the law governing commercial transactions among the majority of the world's trading nations.

Vis Moot – The World's Meeting Place

The International Commercial Arbitration Moot, named after the Institute's first Director, Willem C. Vis, is a staple in the training of law students in international sales law and international commercial arbitration around the world, as well as a professional networking event for persons in both fields of law.

The IICL congratulates Deakin University's School of Law for winning the teams' award in the 2013-2014 21st Annual Vis Moot in Vienna.

THE RESOLUTION EXPERTS



PRESENTED BY: **Institute of International Commercial Law, Pace Law School**

IN PARTNERSHIP WITH: **Deakin University, School of Law**

SPONSORED BY: **JAMS Arbitration, Mediation and ADR Services**

ABOUT THE INSTRUCTOR:

Lorraine M. Brennan is an



accomplished national and international dispute resolution professional. She is prominently

recognized and respected for her broad range of professional experience involving complex commercial litigation, domestic and international arbitration and mediation, and her service as a distinguished global member of law school faculties from the United States to China. Ms. Brennan is a highly sought-after speaker and frequent lecturer on complex commercial dispute resolution. She maintains prominent leadership roles in multiple organizations, including ArbitralWomen, the International and Dispute Resolution Sections of the American Bar Association and the Institute for Transnational Arbitration (Member of Advisory Board). Ms. Brennan is one of only eight members appointed by the U.S. State Department to serve on the NAFTA 2022 Advisory Committee on Private Commercial Disputes. She is a Fellow of the Chartered Institute of Arbitrators. She is proficient in French.

Ms. Brennan serves as an adjunct Professor teaching International Commercial Arbitration at Georgetown Law School, and taught International Business Transactions at Cornell Law School and Shantou Law School, Guangdong, China.

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