



NEW YORK STATE BAR ASSOCIATION

3 DAY COMMERCIAL MEDIATION TRAINING

(Approved under Part 146 of the Rules of the Chief Administrative
Judge, NYS Unified Court System)

March 18-20, 2014

Fordham University School of Law
140 West 62nd Street, New York, NY 10023

Presented by:

**Simeon H. Baum, Esq., litigator, mediator & President,
Resolve Mediation Services, Inc. (www.mediators.com)
&**

**Stephen A. Hochman, Esq., mediator & arbitrator
FOR 18 YEARS TRAINERS FOR NY'S COMMERCIAL DIVISION PANEL**

AN OVERVIEW OF THE COURSE:

This three-day course will present a thorough examination of mediation principles and techniques. The program faculty will analyze the structure of a typical mediation, highlight ethical issues that may arise in mediation, and explore solutions for generating movement and overcoming impasse.

We will explore differences between facilitative and evaluative or directive approaches in mediation, from both practical and ethical perspectives, and will discuss advantages and disadvantages of these styles. The instructors will focus on experiential learning through role plays and dialogue to help prepare you for the real world of commercial mediation.

24 CLE credits

**Includes continental breakfast, lunch, coffee, and program materials
\$845 for NYSBA Members (\$795 for Dispute Resolution Section members)
and \$945 for Non-Members**

To Register: Go to www.nysba.org/drs or call (518) 487-5630.

Topics & Skills:

- Cultivating ideal Mediator orientation, attitude & awareness
- Effective Preparation
- Effective Communication
- Deep Listening Skills
- Effective Openings
- Maximizing Opportunities in Joint Session
- Wise Caucusing
- Power Risk Analysis – art, timing & tact in engaging in evaluative processes
- Impasse Breaking
- Coming to Closure
- Theoretical tools to Grasp the underlying Negotiation
- Mediation Ethics
- Attorney & Party Roles in Mediation

Co-sponsored by the Fordham Law School ADR & Conflict Resolution Program

For nearly two decades, the **Commercial Division of New York's Supreme Court** has provided focused training for its highly qualified panel of mediators.

That same training is being offered, now for the fifth year in a row, through the **Dispute Resolution Section of NYSBA**, presented by the *original trainers-mediators*, supported by a team of highly experienced mediators acting as facilitators.

Praise from Court & Participants for this Commercial Mediation Training:

"Thanks to you, we are confident that these new mediators bring to their role a strong grasp of mediation techniques and genuine understanding of the diverse issues they may confront. They can achieve the best results for the parties if they have a solid foundation in mediation, and that you have provided them."

Hon. Jacqueline W. Silbermann (retired), then Administrative Judge, 1st Judicial District

"[Y]our work on this project was magnificent."

Hon. Stephen G. Crane (retired), then Administrative Judge, 1st Judicial District

PROGRAM DIRECTORS AND PRESENTERS:

SIMEON H. BAUM, ESQ.: Mr. Baum has practiced law in New York City for over 30 years as a commercial and general civil litigator, and has served as a neutral since the early 1990s, conducting over 1,000 mediations. He is a principal of the firm of Simeon H. Baum, Esq., and President of Resolve Mediation Services, Inc. (www.disputeResolve.com). He is a past chair of the New York State Bar Association's Dispute Resolution Section, and has conducted over 1,000 mediations, including numerous commercial disputes. Mr. Baum has taught, lectured, and written extensively on ADR, including teaching "Fundamentals of ADR" at New York University's School of Continuing and Professional Development, and negotiation, mediation, and processes of dispute resolution at the Benjamin N. Cardozo School of Law.

STEPHEN A. HOCHMAN, ESQ.: Mr. Hochman practiced law for over 40 years, specializing in corporate, commercial and securities law. He has mediated over 350 commercial and other types of disputes, including class actions and financial, employment, insurance, real estate, partnership and bankruptcy disputes, approximately 98% of which have settled. Mr. Hochman now practices exclusively as a mediator and arbitrator and writes, consults and lectures frequently on ADR subjects. For over a decade Mr. Hochman has trained the mediators in New York County and various other downstate counties. He also serves on the investment committees and boards of various non-profit corporations, including several hospitals and a captive insurance company.

**NYSBA Dispute Resolution Section
Commercial Mediation Training**

Fordham University School of Law, 140 West 62nd Street, New York. NY

Tuesday March 18, 2014 8:30 a.m. – 5:00 p.m.

Wednesday March 19, 2014 8:30 a.m. -5:00 p.m.

Thursday March 20, 2014 8:30 a.m. – 5:00 p.m.

Registration at 8:00 a.m. each day.

Includes continental breakfast, lunch, coffee, program materials.

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and \$945 for Non-Members

24 MCLE credits (4 Ethics)