



**The University of Cincinnati
College of Law
Center for Practice in
Negotiation and Problem Solving**

Presents

THREE PROGRAMS FOR EXCELLENCE IN PRACTICE

***Decision Tree Analysis for Lawyers
and Clients***

**December 12, 2006
9:00 a.m. - 5:00 p.m.
at the Alumni Center
University of Cincinnati
(6.5 CLE hours, approval pending)**

Getting to the Goal in Tough Negotiations

**December 18, 2006
8:30 a.m. - 11:45 a.m.
at the Bankers Club
Fifth Third Tower, Cincinnati
(3.0 CLE hours, including 1 hour of ethics,
approval pending)**

***Mediating Without Mistakes: How to Borrow
a Mediator's Powers***

**December 18, 2006
1:00 p.m. - 5:00 p.m.
at the Bankers Club
Fifth Third Tower, Cincinnati
(3.5 CLE hours, approval pending)**

for additional information
go to www.law.uc.edu/adr

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ABOUT THE FACULTY

DWIGHT GOLANN *Professor of Law at Suffolk University, in Boston.* Professor Golann teaches negotiation, mediation, ADR, and consumer protection law. A nationally known mediator and trainer in negotiation and dispute resolution, he has provided training in conflict resolution for the U.S. Justice Department, state and federal courts, and the ABA. He has taught under the aegis of the European Union, the University of Rome, the London Centre for Dispute Resolution, the CPR Institute for Dispute Resolution, and the Program of Instruction for Lawyers at Harvard Law School, as well as major law firms and corporations. Professor Golann is the author of numerous publications on negotiation and dispute resolution, including *Mediating Legal Disputes*, which won a national prize for best book in the field of ADR. He is also the editor of numerous videotapes on mediation and settlement advocacy.

Professor Golann practiced civil litigation at a Boston firm and served as litigation director, special prosecutor, and Chief of the Government Bureau and Trial Division in the Massachusetts Attorney General's Office.

He has been a Visiting Scholar at the Harvard Program on Negotiation and is an Honorary Fellow of the American College of Civil Trial Mediators. Professor Golann is a graduate of Amherst College and Harvard Law School.

MARJORIE CORMAN AARON, *University of Cincinnati College of Law, Professor of Practice and Executive Director, Center for Practice in Negotiation and Problem Solving.* Professor Aaron teaches negotiation, mediation, interviewing and counseling, and decision analysis and directs the College's Center for Practice in Negotiation and Problem Solving. She has taught decision analysis, mediation and mediation advocacy at Hamline University School of Law. A private mediator in Cincinnati with a national practice, Professor Aaron is a panelist, academic member, and training faculty of the CPR Institute for Dispute Resolution. She is the former Executive Director of the Program on Negotiation at Harvard Law School and a former Vice President and Mediator at Endispute, Inc. (now JAMS). Professor Aaron designs and teaches workshops on negotiation, mediation, ADR, and decision analysis for law firms, corporations, and governmental organizations. She is the author of "Negotiating"—an on-line article in *Harvard Managementor*, and numerous articles, including the award winning "Use of Decision Analysis in Mediation Practice," in *Negotiation Journal*, and book chapters on mediation and decision analysis.

A graduate of Princeton University and Harvard Law School, she practiced civil and criminal litigation before entering the field of dispute resolution.

THREE PROGRAMS FOR EXCELLENCE IN PRACTICE

DECISION TREE ANALYSIS FOR LAWYERS AND CLIENTS

at the Alumni Center
University of Cincinnati
December 12, 2006
9:00 a.m. – 5:00 p.m.

(Continental breakfast and check-in: 8:30 a.m.)

Faculty: **MARJORIE CORMAN AARON**
Professor of Practice
University of Cincinnati
College of Law

What is fair settlement value? How can you help your client take seriously the risks in this case? How can you persuade the other side or an insurer that your settlement number is reasonable? Decision Tree Analysis or Risk Analysis is a visual way of mapping a lawyer's, client's, or mediator's judgments about what might happen, what the chances are, and what results will flow from twists of fate along a litigation path. Many MBA business clients are familiar with decision trees and will be pleased that you speak their language. This method has also proven successful for helping individual clients in employment, personal injury, construction, contract, and even divorce disputes understand their legal options, risks, and choices.

Participants will learn the decision tree method through a practical "nuts and bolts" interactive presentation designed for lawyers or mediators (even the most math phobic). Everyone will master the "how tos" for simple cases, and will understand its application in more complex cases. Participants will also learn how to introduce a decision analysis approach in dialogue for client counseling, negotiation, and mediation.

GETTING TO THE GOAL IN TOUGH NEGOTIATIONS

at the Bankers Club
Fifth Third Tower, Cincinnati
December 18, 2006
8:30 – 11:45 a.m.

(Continental breakfast and check-in: 8:00 a.m.)

Faculty: **DWIGHT GOLANN**
Professor of Law
Suffolk University Law School
MARJORIE CORMAN AARON
Professor of Practice
University of Cincinnati
College of Law

How to negotiate more effectively with difficult adversaries, co-counsel, and even your own clients? What do you do when a case requires you to be difficult yourself? What are the cognitive forces that affect bargaining decisions, and how can you cope with and use them in practice?

This morning seminar will combine mini-lectures, videos, and exercises to explore methods to counter stonewalling, renegeing and other hard bargaining strategies. It will show you how clients and bargainers fall into common traps, and how to deal with these problems, while avoiding them yourself.

Tough strategies also pose difficult ethical questions. Through real-life vignettes and examples of conduct "close to the line," we will suggest how to manage ethical tensions that may arise in your practice.

Lunch and a discounted program price will be available to participants attending the morning and afternoon seminars. However, you are also welcome to sign up for a half day program only, as indicated on the registration form.

MEDIATING WITHOUT MISTAKES: HOW TO BORROW A MEDIATOR'S POWERS

at the Bankers Club
Fifth Third Tower, Cincinnati
December 18, 2006
1:00 p.m. – 5:00 p.m.

(Check-in: 12:45 p.m.)

Faculty: **DWIGHT GOLANN**
Professor of Law
Suffolk University Law School
MARJORIE CORMAN AARON
Professor of Practice
University of Cincinnati
College of Law

Mediators often say they have no power—but savvy lawyers know that this is not really true. In fact, mediators can strongly influence how negotiations unfold; often lawyers must be ready to bargain with the neutral as well as with their opponent. Wise attorneys know how to harness a mediator's special powers to their client's advantage, and how to avoid being "spun" in mediation themselves.

Through exercises, examples drawn from actual cases, and video footage of lawyers bargaining through—and with—experienced neutrals, two of the country's leading trainers will show you how to enlist a mediator to enhance your bargaining effectiveness, with a special focus on dealing with difficult clients and adversaries.

REGISTRATION INFORMATION

THREE PROGRAMS FOR EXCELLENCE IN PRACTICE

Please mail or fax this completed form with payment to:

Center for Practice in Negotiation
and Problem Solving
The University of Cincinnati College of Law
P.O. Box 210040
Cincinnati, OH 45221-0040

You may also register by telephone with Toni McGuire at 513.556.0090 or fax to her attention at 513.556.1236.

Name: _____

Address: _____

Telephone: _____ Fax: _____

E-Mail: _____

Yes, I would like to register for:		
Date/Name of Seminar	Fee	Early Discount
December 12, 2006, UC Alumni Center		
9:00 a.m. - 5:00 p.m. Decision Analysis for Lawyers and Clients	\$325	<i>by Nov. 27, 2006</i> \$275
December 18, 2006, Bankers Club, Downtown Cincinnati		
8:30 a.m. - 11:45 a.m. Getting to the Goal in Tough Negotiations	\$150	<i>by Dec. 4, 2006</i> \$125
1:00 p.m. - 5:00 p.m. Mediating Without Mistakes: How to Borrow a Mediator's Powers	\$175	<i>by Dec. 4, 2006</i> \$150
Both 12/18 programs	\$325	\$275
TOTAL PAYMENTS		

Enclosed is my check for: _____

Please make checks payable to: **University of Cincinnati College of Law**

Credit Card Number: _____

Type of Credit Card: _____ Expiration Date: _____