

**14th Annual
Northwest Dispute Resolution Conference**

Presenter Highlights

- **Kenneth Cloke**, Center for Dispute Resolution, Santa Monica, author of *Mediation: Revenge and the Magic of Forgiveness* and *Mediating Dangerously: The Frontiers of Conflict Resolution* and soon to be published *Into the Heart of Conflict: A Guide to Resolution, Transformation and Transcendence* - Friday, April 28; keynote luncheon speaker - Saturday, April 29.
- **Deborah Kolb**, Deloitte Ellen Gabriel Professor for Women and Leadership, Simmons College School of Management, Boston, author of *Everyday Negotiation: Navigating the Hidden Agendas of Bargaining* and *Her Place at the Table: A Woman's Guide to Negotiating Five Challenges of Leadership Success* - Friday, April 28.
- **Myer Sankary**, Advanced Mediation Services, Sherman Oaks, sole certified teacher of Robert Cialdini's "Principles of Persuasion" - Friday, April 28.
- **David Joseph**, Public Conversations Project, Watertown, MA - Friday, April 28 and Saturday, April 29.
- **Jim Stott**, Straus Institute for Dispute Resolution, Malibu, and **Pamela Hope Peterson**, Clayton J. Stott & Assocs., Camarillo, CA - Saturday, April 29.
- **Claudia Bernard**, Mediator, U.S. Court of Appeals, San Francisco - Saturday, April 29.
- Hon. **George Finkle**, JDR, Seattle; **Lish Whitson**, Lish Whitson PLLC, Seattle; **Stew Cogan**, Attorney/Mediator, Seattle; **Michele Sales**, Attorney at Law, Issaquah - panel on commercial & contracts disputes - Saturday, April 29.
- **Carolyn Cairns**, Stokes Lawrence PS; **John Aslin**, Perkins Coie LLP; **Colleen Kinerk**, Cable, Langenbach, Kinerk & Bauer, LLP, Seattle; **Kathryn Olson**, EEOC, Seattle - panel on employment mediation and arbitration - Friday, April 28.
- **Phil Cutler**, Cutler Nylander & Hayton, PS, Seattle; **Don Logerwell**, Attorney/Arbitrator/Mediator, Seattle; **Nicholas Wagner**, Attorney/Arbitrator/Mediator, Seattle - panel on Revised Uniform Arbitration Act - Saturday, April 29.

Please refer to the session descriptions on the following pages for more information about these speakers' presentations.

What You Will Learn

This program will help you to:

- Enhance your skills as a mediator
- Advocate effectively for clients involved in mediation and other dispute resolution processes
- Build verbal and non-verbal communication skills
- Fulfill your CLE requirement. This conference has been approved for **9.75 CLE Credits** (includes 4.25 CLE Ethics Credits) in Washington.

Conference Format

You may register for both days; for a half-day on Friday, April 28; or for all-day on Saturday, April 29. Registration for either day includes a Friday late afternoon reception. **The early registration deadline is April 14, 2006.**

CONFERENCE SPONSORS

The Washington Law School Foundation, the Dispute Resolution Section of the Washington State Bar Association, the Dispute Resolution Section of the King County Bar Association, the Washington Mediation Association and Resolution Washington would like to thank our sponsors for their generous support of this conference.

Friday Reception - a great networking opportunity, courtesy of:

Davis Wright Tremaine LLP

Saturday Luncheon, courtesy of:

Stokes Lawrence, P.S.

Overall Conference Support, courtesy of:

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ADR Roundtable

American Arbitration Association

**Dispute Resolution Center of
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Conference Financial Scholarships, courtesy of:

WSBA Dispute Resolution Section

King County Dispute Resolution Center

Kitsap County Dispute Resolution Center

Sound Options Group, LLC

Washington Collaborative Law

Washington Mediation Association

CONFERENCE SCHEDULE AT A GLANCE

Friday, April 28, 2006

12:30 - 1:00 p.m.	Registration
1:00 - 2:30 p.m.	Concurrent Sessions Series 1.1 - 1.3
2:30 - 2:45 p.m.	Break
2:45 - 4:15 p.m.	Concurrent Sessions Series 2.1 - 2.3
4:15 - 4:30 p.m.	Break
4:30 - 5:45 p.m.	Concurrent Sessions Series 3.1 - 3.3
5:45 - 6:30 p.m.	Conference Reception - Burke Museum

Saturday, April 29, 2006

7:30 - 8:30 a.m.	Registration
8:30 - 10:00 a.m.	Concurrent Sessions Series 4.1 - 4.7
10:00 - 10:15 a.m.	Break
10:15 - 11:30 a.m.	Concurrent Sessions Series 5.1 - 5.7
11:30 - 11:45 a.m.	Break
11:45 - 12:45 p.m.	Concurrent Sessions Series 6.1 - 6.7
1:00 - 2:00 p.m.	Keynote Luncheon - <i>with Ken Cloke</i> - at "By George" in Odegaard Library
2:15 - 4:00 p.m.	Concurrent Sessions Series 7.1 - 7.7

Levels of Sessions: **Beginning (0 - 2 years experience)**
Intermediate (2-5 years experience)
Advanced (over 5 years experience)

CONCURRENT SESSIONS SERIES I: FRIDAY, APRIL 28, 2006 1:00 – 2:30 p.m.

I.1 Applying the Science of Persuasion and Influence to the Art of Negotiations – An Innovative Framework for Mediating Disputes Part I - Principles of Persuasion: The Science and Theory (Part 2 at 4:30 p.m.)

Presenter: Myer J. Sankary, Advanced Mediation Services, Sherman Oaks
The best mediators can tell you what works for them, but few understand why they succeed or fail. There is a social science to explain how and why people react favorably to suggestions. Understanding human behavior can remove the guesswork when dealing with emotional and behavioral barriers. This two-part program introduces participants to an innovative framework that explains why people say yes based on six universal principles identified in *Influence: Science and Practice*, by Dr. Robert Cialdini, Regents Professor of Psychology at Arizona State University, one of the world's leading authorities in this field. Myer J. Sankary, a graduate of Harvard Law School, '65, is the only attorney and mediator trained and certified by Dr. Cialdini to teach this Principles of Persuasion workshop. He has applied Dr. Cialdini's principles in his mediation practice to substantially increase the success rate for litigated disputes.

Part I explores the theory and science underlying the principles of persuasion as well as the ethics of persuasion. This session also explores the difference between the science of influence and the art of negotiations.

Level: All Levels

I.2 Yes, And...: Negotiating the Conditions of Leadership Success

Presenter: Deborah M. Kolb, Ph.D., Deloitte Ellen Gabriel Professor for Women and Leadership, Simmons College School of Management, Boston
We negotiate all the time, even in the everyday work we do at our jobs. When we take on leadership roles, we need to negotiate to ensure that the role fits our strengths and abilities, that we have the backing of key leaders, and the resources needed for success. Faulty assumptions about what is negotiable obscures many negotiation opportunities. In this workshop, Deborah Kolb discusses four effective *strategic negotiating moves* – preparatory, positioning, process, and appreciative—that women and others outside of traditional power circles can use to get what they need to be successful in any leadership role. The workshop is based on two books Professor Kolb has authored: *Everyday Negotiation: Navigating the Hidden Agendas of Bargaining* (with Judith Williams), and *Her Place at the Table: A Woman's Guide to Negotiating Five Challenges of Leadership Success* (with Judith Williams and Carol Frohlinger).

Level: All Levels

I.3 Maintaining Impartiality Through Introspection (1.5 Washington Ethics CLE Credits)

Presenter: Betsy BeMiller, Workplace Resolutions, LLC, Federal Way
The descriptors *neutral*, *objective* and *balance* insinuate an absence of bias, both negative/against and positive/for. Mediators can gain much by exploring their own bias: how ingrained it is and how it surfaces. This workshop offers experiential exercises, self-reflection, and discussion to expose our fears of negative bias, our pride in positive bias, and how quickly we label, categorize and form judgments. This workshop will include the newly revised Model Standards of Conduct for Mediators, approved by AAA, ABA, & ACR. For trainers, the offered materials will include complete instructions for facilitating this experiential exercise.

Level: All Levels

CONCURRENT SESSIONS SERIES 2: FRIDAY, APRIL 28, 2006 2:45 – 4:15 p.m.

2.1 The Apology Continuum in Litigation and Mediation

Presenter: Darrell L. Puls, Common Ground Associates, Kennewick
We have made it dangerous to apologize, and thus, apology has been ignored as a powerful tool in reaching settlements more satisfying for plaintiffs and more favorable for defendants. The apology continuum is the result of more than 18 months of inquiry into 20 years of empirical research and opens the way to easier settlements, deeper understanding and even reconciliation where hope is otherwise lost. The apology continuum offers a set of guideposts to assist mediators and litigators in better representing their clients.

Level: Intermediate and Advanced

2.2 Toward a Unified Theory of Conflict

Presenter: Ken Cloke, Center for Dispute Resolution, Santa Monica
Conflict resolution is a diverse discipline comprised of seemingly incompatible experiences, understandings, and practices. Yet conflicts also possess numerous features in common and move from impasse to transcendence in an integrated, holistic way. Using science as a metaphor, this session will search across diverse forms of conflict for hidden symmetries that reveal conflict's underlying unities and examine practical, predictable, concrete techniques for addressing it.

Level: All Levels

2.3 What Does an Ombudsman Have to Do with ADR?

Presenters: Robin Low, Ombudsman/Mediator, Seattle; Kristin Erbes, Deputy Ombudsman, Office of the Ombudsman, Portland; Dennis Lazar, Ombudsman, EPA, Region X, Seattle; Susan L. Neff, Assistant Ombudsman, University of Washington, Seattle; Mary Meinig, Director, Office of the Family & Children Ombudsman, Tukwila

In this interactive session, participants will learn about the role of the ombudsman, the variety of settings, and practice models utilized in the Northwest, and how the ombudsman's practice differs from and complements ADR practices. Provocative questions and role-plays will be used to illustrate examples and to engage the audience in discussion.

Level: Intermediate and Advanced

CONCURRENT SESSIONS SERIES 3 FRIDAY, APRIL 28, 2006 4:30 – 5:45 p.m.

3.1 Applying the Science of Persuasion and Influence to the Art of Negotiations – An Innovative Framework for Mediating Disputes Part 2 - Principles of Persuasion: The Science and Practice (1.25 Washington Ethics CLE Credits)

Presenter: Myer J. Sankary, Advanced Mediation Services, Sherman Oaks

In this second of a two part presentation, after a brief review of the Six Principles of Persuasion (for those who may not have attended the first session) and the importance of their ethical use, the session focuses on the practice and application of the scientific principles to situations in which mediators find themselves every day. The session emphasizes skills required to become an "ethical influence practitioner" to make the mediator more persuasive and effective in dealing with participants in mediation. Participants will have hands-on experience applying the principles of persuasion to the art of negotiations.

Level: All Levels

3.2 Cultivating Readiness: The Power of Invitation

Presenter: David Joseph, Public Conversations Project, Watertown, MA

The Public Conversations Project approach is characterized by the value it places on preparation. Through experiential exercise, lecture and discussion, workshop participants will focus on the value of invitation and preparation for dialogue and mediation.

Level: All Levels

3.3 Working Through Employment Disputes: Tips for Mediators and Advocates

Presenters: Carolyn Cairns, Stokes Lawrence, P.S., Seattle; John F. Aslin, Perkins Coie LLP, Seattle; Colleen Kinerk, Cable Langenbach Kinerk & Bauer LLP, Seattle; Moderator: Kathryn Olson, EEOC, Seattle.

Conflict in the workplace presents unique and challenging issues, whether you are a neutral or representing an employee or employer. The three presenters all work as both advocates and mediators with practices focusing on employment disputes. The panelists will share how they themselves prepare for mediation, and provide insight on approaches to successfully address workplace issues.

Level: All Levels

Join other conference attendees at the
Reception
April 28, 2006 - 5:45 - 6:30 p.m.
Burke Museum

Reception sponsored by Davis Wright Tremaine LLP

CONCURRENT SESSIONS SERIES 4 SATURDAY, APRIL 29, 2006 8:30 – 10:00 a.m.

4.1 It Ain't My Fault

Presenter: John Perkins, Ph.D., Keep the Change, Seattle

People offer excuses to avoid acknowledging disapproval of their actions or their responsibility for what they did. But beware! How parties negotiate over excuses reveals prior unspoken expectations while presaging the durability of their agreements. Come delve into the core elements of mutual-responsibility that increase the chances that promises and agreements will stick.

Level: Intermediate to Advanced

4.2 Ethics: Working with the New Uniform Mediation Act and the 2005 Model Standards of Conduct for Mediators (1.5 Washington Ethics CLE Credits)

Presenters: Professors Alan Kirtley and Julia Gold, University of Washington School of Law, Seattle

Professors Kirtley and Gold will review highlights of the Uniform Mediation Act (UMA), Washington's new mediation statute, and the revised Model Standards of Conduct for Mediators. Attendees will be divided into small groups to discuss ethical dilemmas regarding how our work as mediators may be affected by the UMA and the new Model Standards.

Level: All Levels

4.3 Beyond Mediation: Integration of Organizational Development and ADR Principles and Practices

Presenters: Jim Stott, Pepperdine University School of Law, Straus Institute for Dispute Resolution, Malibu; Pamela Hope Peterson, Clayton J. Stott & Assoc., Camarillo, CA

Most conflicts are simply reactive examples underlying organizational instability. Conflict Management System Design practices can often be limited in scope and application. These practices can frequently be enhanced through the inclusion and integration of formal organizational development protocols. This workshop will provide insight, example and 'how-to' integrate ADR and OD.

Level: Advanced ADR and OD practitioners

4.4 Looking Inside the Brain: What Mediators Can Learn from Neuroscience

Presenter: Claudia Bernard, Mediator, U.S. Court of Appeals, San Francisco

Recent developments in the field of neuroscience provide valuable insights into the practice of mediation. Relying in part on the work of Antonio Damasio, Richard Davidson, Paul Ekman, Joseph LeDoux, and others, this session will present some theories about what's going on in the brains of the participants and the mediator during a mediation. As we walk through a hypothetical mediation, we'll explore what modern science has to teach us about decision-making, emotions, competition, cooperation and memory. We'll also apply scientific research to some popular mediation practices and see what happens.

Level: All Levels

4.5 Reality Testing: Breaking Down the Barriers

Presenter: Bonita G. Para, Director of Education & Development, Benton Franklin Dispute Resolution Center, Kennewick

This session examines reality-testing strategies for use in caucus or open session to deal with barriers to resolution. Participants will role-play and brainstorm reality-testing strategies. The objective is to assist clients to consider their use of destructive barriers and to understand they have a choice in maintaining or abandoning these barriers.

Level: All Levels

4.6 Narrative Light: The Drama Triangle of Conflict

Presenter: Gary Harper, trainer, writer, speaker, facilitator, Burnaby, B.C.
In conflict, everyone has their story. They likely see themselves as the victim and have cast their adversary as the villain. This interactive workshop will show how the “drama triangle” can help dispute resolvers unpack and analyze such confrontational stories, and foster cooperation. These insights will also enhance your ability to support others to resolve conflict, whether as a mediator, manager or coach.
Level: All Levels

4.7 Group Work: Applying Mediation Principles in Group Settings

Presenters: Laura Pierson, Director, Dispute Resolution Center of Snohomish & Island Counties, Everett; Keith Cooke, Project Manager, Microsoft, Redmond; Berit Liband, Trainer/Consultant, Gold Bar; Kathryn Rice, Program Manager, Dispute Resolution Center of Snohomish & Island Counties, Everett
This workshop will present a clear, accessible “how-to” model for bringing essential mediation skills into various types of group work. The presentation will provide a practical, hands-on approach for handling groups in diverse settings. Presenters bring varied experiences and perspectives to the topic.
Level: Intermediate

CONCURRENT SESSIONS SERIES 5 SATURDAY, APRIL 29, 2006 10:15 - 11:30 a.m.

5.1 Ending the War, Building the Peace: Divorce as a Turning Point in the Life of the Family

Presenter: Herman M. Frankel, M.D., Adjunct Professor, Pacific University School of Professional Psychology, Portland
After examining the in-person and website components of a structured, evidence-based program of premarital education for building caring families and preventing domestic violence, we will explore and practice ways of applying the program’s concepts and techniques to the tasks of building peaceful and well-functioning post-divorce families and preventing post-divorce abuse.
Level: All Levels

5.2 Mediating Commercial and Contract Disputes

Presenters: Hon. George Finkle, JDR, Seattle; Stew Cogan, Arbitrator/Mediator, Seattle; Michele Sales, Attorney at Law/Mediator, Issaquah; Moderator: Lish Whitson, Lish Whitson PLLC, Seattle.
Mediation is being used more frequently in Commercial and Contract disputes. These experienced mediators will share the mediation techniques they have found useful, or not, in mediating these types of disputes. Discussion will also include how advocates can best serve their clients in mediation.
Level: All Levels

5.3 Mandatory ADR – Oxymoron and Challenge to ADR Practitioners

Presenter: Larry V. Rogers, ADRWorks, LLC, Gig Harbor
The increasing use of mandatory ADR and the resultant exclusion of access to the courts raise new challenges for ADR practitioners. Is forcing people to forego access to the judicial system right? Should practitioners provide services to resolve conflict involving mandatory systems? What ethical issues are involved? How about the UMA? Is this change in the use of ADR a right move or is it a step back for the ADR movement?
Level: Intermediate and Advanced

5.4 The Challenges of “Walking the Walk”: A School Community’s Reaction to Gay Marriage

Presenter: David Joseph, Public Conversations Project, Watertown, MA
The Public Conversations Project was asked by the “Anytown” School District to help parents and teachers deal with the aftermath of an elementary school principal’s announcement on May 17, 2004 that gay marriage was legalized in Massachusetts. Utilizing a “constructive conversations” approach, PCP consultants helped teachers and parents begin to heal wounds regarding issues variously described as involving: civil rights, parental input/control; the “liberal agenda”; parental-school communication; privilege, marginalization and victimization.
Level: All Levels

5.5 Lights, Camera, Action: Selling Mediation in 20 Seconds Flat

Presenters: Dana Greyson, Positive Change Mediation, Vancouver, WA; Dave Yewman, DASH Consulting Inc., Vancouver, WA; Bill McGann, Third Side Mediation, Vancouver, WA
Do you get tongue-tied when asked, “What exactly can mediation do for me or my clients?” You need a clear, concise, compelling “elevator speech.” This session outlines how to harness the power of video to develop and deliver a crisp elevator speech that tells prospects exactly why mediation should matter to them.
Level: Intermediate

5.6 The Mediator’s Opening Statement: Getting It Right

Presenter: Karen Zaugg, Ph.D., University of Washington, Seattle
Image gurus caution that new acquaintances make an almost instantaneous assessment of you. Mediators – and the process they champion – get judged similarly. Your initial greeting and your 10-15 minute opening statement prompt an immediate judgment of you and of mediation. How can you make the best use of this critical opening?
Level: Beginner and Intermediate

5.7 Decision-Making and Mediation: How Snap Decisions Impact Mediations for Good or Ill

Presenter: Doug Nathan, Sound Options Group, LLC, Bainbridge Island
How do we make useful decisions in mediation that guide parties to mutual understanding and agreement? How do we “thin-slice” or filter the very few factors that matter from an overwhelming number of variables? This interactive presentation guides participants to harness thin-slicing while avoiding its dark side.
Level: All Levels

CONCURRENT SESSIONS SERIES 6 SATURDAY, APRIL 29, 2006 11:45 a.m. - 12:45 p.m.

6.1 Helping Victims Rewrite the Story of Serious/Violent Crime

Presenters: Susan Sharpe, Ph.D., Adjunct Professor, School of Criminology, Simon Fraser University, Burnaby, B.C.; Fernne Schnitzer, Mediator, Family Mediation Services, Seattle; Steve Eckstrom, Victim Services, Program Manager Community Protection Unit, Washington State Dept. of Corrections, Seattle
Twelve other states have established programs to facilitate victim-offender contact after serious and violent crimes, and there is a protocol to guide such contacts in Washington. Why would a victim choose to contact the person responsible for harming them? What might be at risk, and what safeguards are in place? This workshop uses video, lecture, and discussion to introduce this practice of Restorative Justice.
Level: All Levels

6.2 Advanced Listening and Reframing Skills – Getting Beyond the Gender and Cultural Barriers

Presenter: Carol Bowser, Conflict Management Strategies, Puyallup
Gender and culture influence how individuals approach conflict. Learn skills to enhance your understanding of how individuals listen to better engage them in the mediation process. We will explore varying social norms that increase our own reframing skills.

Level: Intermediate to Advanced

6.3 Mediation Career Development Through Nontraditional Partnerships

Presenters: Rob Gould, Director, Portland State University Conflict Resolution Masters Program, Portland; Jane Gordon, Director, University of Oregon Appropriate Dispute Resolution Center, Portland; Greg Wolf, Director, National Policy Consensus Program, Portland

A panel of representatives from the Conflict Resolution Masters Degree Programs at Portland State University and University of Oregon, along with the PSU central office of the National Policy Consensus Programs, will discuss their programs and the opportunities they create. The three organizations have formed a partnership to collaborate on the advancement of the field of conflict resolution in new ways. Panelists will address the challenges to this sort of collaboration and what their success has to offer the mediation community.

Levels: All Levels

6.4 The Gatekeeper Model to Resolving Land Use/Property Rights Disputes

Presenter: David Spobr, Deputy Property Rights Ombudsman, Office of the Property Rights Ombudsman, Salt Lake City

Using the issue of eminent domain (a much-scrutinized area in the wake of a recent Supreme Court decision) as a platform, the presentation will compare the relative advantages and disadvantages of various tools (negotiation, conciliation, mediation, ombudsmanry, arbitration, and litigation) and their application to various participant personality types in resolving land disputes.

Level: All Levels

6.5 Spirituality and Mediation

Presenter: Laura E. Brogden, M.Ed., Mediator, Educator, Port Angeles

This workshop will explore various views of conflict as represented in several major spiritual traditions, conflict resolution as a spiritual path, and if, how, and when spirituality may effectively influence the practice of mediation. Discussion topics include how spirituality relates to mediator or disputant bias and how religion influences outcomes.

Level: All Levels

6.6 Conflict Management System Design: Beyond Mediation – the Next Progression within the ADR Community

Presenter: Jim Stott, Pepperdine University School of Law, Straus Institute for Dispute Resolution, Malibu

Conflict Management System Design: A large mouthful of seemingly unrelated words. However, this program will introduce a systemic overview of enduring conflict in any organization. Participants will learn about the basic precepts of designing a conflict management system in a proactive way, as opposed to letting a largely evolutionary and unworkable system develop. The presentation will discuss the applications and benefits of a 'balcony view' of conflict: its causes and cures from a systemic perspective.

Level: Advanced – mediators and ADR professionals with extensive training and education, coupled with 50+ mediations or facilitated negotiations

6.7 What You Need to Know about the Washington Revised Uniform Arbitration Act (RUAA)

Presenters: Phil Cutler, Cutler Nylander & Hayton, PS, Seattle; Don Logerwell, Attorney/Arbitrator/Mediator, Seattle; Nicholas Wagner, Attorney/Arbitrator/Mediator, Seattle

Three experienced arbitrators, all of whom were involved in the Washington Legislature's adoption of the RUAA, will review how the Washington RUAA will affect arbitration law and practice in Washington.

Level: All Levels

**Saturday Luncheon - featuring Kenneth Cloke
April 29, 2006 - 1:00 - 2:00 p.m.
at "By George" in the Odegaard Library Building**

Luncheon sponsored by Stokes Lawrence, P.S.

CONCURRENT SESSIONS SERIES 7 SATURDAY, APRIL 29, 2006 2:15 - 4:00 p.m.

7.1 Shared Experience: Enhancing Group Collaboration Through Dialogue, Initiatives and Debriefing

Presenter: Susan Latham, M.A., Thinking Edge, Chimacum

Learn methods of integrating group goals and values, dialogue, diversity, and debriefing into the group experience. Enhance communication and collaboration while developing a sense of unity among group members in a safe environment. Experience in a three-part process the dynamics of using group process with problem-solving initiatives and shared experience in groups.

Levels: All Levels

7.2 Empowering Business People to Develop and Sustain Successful Business Relationships: Introduction to Business Partnering

Presenters: Rich Fisher, WinWinResolution, Seattle; Mike Norman, Borokas, Martin & Tomlinson, Seattle

This program gives you the tools to help your clients build true Win-Win relationships that not only prevent disputes, but lead to successful, profitable business outcomes for all parties. Team Building, Partnering Charter, Issue Resolution Ladder, Partnering Evaluation Process, and proactive issue resolution will be discussed.

Level: All Levels

7.3 Collaborative Law: How It Works

Presenters: Marilyn Endriss, Sound Conflict Resolutions LLC, Edmonds; Don P. Deonier, Deonier Law and Mediation Services, Bellevue; Michael V. Fancher, Seattle Divorce Services, Seattle; Rachel Felbeck, Law Office of Rachel Felbeck, Bellevue; Holly M. Hohlbein, Counselor at Law, Bellevue
Collaborative law is based on principles that significantly change the dynamics between parties and their attorneys. The process is client-centered and client-driven, requiring attorneys (and clients) to make critical shifts in thinking and control. The central tenet is that clients agree to a negotiation structure that requires at the outset they will not use or threaten litigation and will engage in an open exchange of relevant information. This session will introduce concepts and principles; provide an overview of the skills used by collaborative lawyers and allied professionals; and demonstrate a case showing how mediators and other professionals contribute to the collaborative law process.

Level: All Levels

7.4 Facilitating Resolution Across Cultural Divides

Presenters: Bradley L. Brown, Gary Carlson & Assoc., Beaverton; Julie Esparza Brown, Assistant Professor, Portland State University, Portland
Do you have clients who never look you in the eye? Or clients who always agree with you yet don't follow through with your recommendations? In this interactive session you will learn how these and other cross-cultural differences may be impacting your success with clients from non-mainstream cultural backgrounds.

Levels: All Levels

7.5 Theatre Tools for Conflict Transformation

Presenters: Carrie Gallant and Sharon Sutherland, CreativityZone, Vancouver, BC

This highly interactive workshop will draw on the work of Augusto Boal to explore the use of the body as a tool for understanding and transforming conflict. The use of and importance of the body as a non-verbal communication tool will be central to this workshop.

Level: Intermediate to Advanced

7.6 Integrating the Internet into Your Mediation

Presenter: Josh Remis, Mediate.com, Eugene

This session offers an in-depth review of Internet technologies and strategies for the mediator, including promotional and practice applications. Virtually all mediators can benefit by augmenting face-to-face skills with wise and effective Internet practices. Integrated email and web strategies will be reviewed. Through a combination of email and web-based strategies, the mediator can assist participants to accomplish economy, efficiency and empowerment.

Level: All Levels

7.7 Understanding Violence and Non-Violent Mediation

Presenter: Steven Allen Smith, P.C., Portland

Peace-making mediation provides a structured conversation for resolution of marital conflicts. The structure gives the parties the connection and relationship that enables resolution of the issues. The mediation occurs in a manner that helps begin restoration of their connection and repair of their relationship. It enables continuation of the partnership in co-parenting. This process relies on skills in *Nonviolent Communication* by Marshall Rosenberg. The course teaches the fundamental concepts of peace-making and the skills to implement those concepts in a family mediation setting.

Level: All Levels

For more information about the 14th Annual Northwest Dispute Resolution Conference or registration assistance please contact:

UW CLE

Phone: 800-253-8648 OR 206-543-0059

**University of Washington School of Law
CLE Registration**

Box 353020

Seattle, WA 98195-3020

Fax: 206-685-3929

E-Mail: uwcle@u.washington.edu

www.mediate.com/nwadr

The Conference will provide space for you to share printed materials regarding ADR programs, training, conferences and resources. Please contact Kathy Kline at 206-543-8881 or kkline@u.washington.edu to coordinate your space needs.

PROGRAM INFORMATION

Location: All sessions will be held at William H. Gates Hall, University of Washington School of Law, located near the northwest corner of the University of Washington Seattle campus near the intersection of 15th Avenue NE and NE 43rd Street.

Parking: Is available in pay lots near the campus and in designated campus parking lots/garages. Campus parking fees are \$10.00 for a full day and \$4.00 for Saturday morning. Directions to campus parking lots assigned for this conference will be sent to you with your registration confirmation letter along with a campus map.

Bus Service: It's easy to take the bus to William H. Gates Hall. Check the bus routes serving the University District. The building is located on campus between 15th Avenue NE and Memorial Way, near the intersection of 15th Avenue NE and NE 43rd Street, just south of the Burke Museum. Metro Rider Information: 206-553-3000; Metro Online: <http://transit.metrokc.gov>.

Registration Fees: Two-day registration includes all sessions and course materials for both days and events. Registration for Friday-only includes all Friday sessions, course materials for both days and reception. Saturday-only registration includes the Friday reception, all Saturday sessions, Saturday lunch and course materials for both days. Please note: Lunch is not included on Friday. There are many restaurants near the campus. You may also bring your own lunch.

Group Discount: A discount of 20% is available for groups of five or more from one organization. Discounts only apply when registrations and payment for **groups of five or more people from one organization are made at the same time**. Call for more information about group rates.

Scholarships: A limited number of financial scholarships are available, based primarily on financial need. Send a letter of application by *April 7, 2006*, to the UW CLE Office, Box 353020, Seattle, WA 98195-3020. Contact the UW CLE Office for criteria.

Refunds/Cancellations: Requests for refund must be submitted in writing and postmarked by April 14, 2006. All refunds are subject to a \$30 handling fee. Refunds are not available after April 14, 2006, but a substitute may attend if UW CLE is notified in writing prior to the program.

Conference Materials Only: You may order the conference materials by mailing in the registration form with a check for \$79.00.

Continuing Legal Education Credits: 9.75 CLE credits (including 4.25 Ethics credits) are approved in Washington. For assistance regarding CLE credit in other states, contact UW CLE at (206) 543-0059. Some sessions may not be accredited.

Accommodations for Disabilities: If you have a disability that may impact your participation in this seminar, please notify the CLE Department. We cannot ensure the availability of appropriate accommodation without prior sufficient notification of need.

Lodging: A block of rooms has been reserved at the University Inn, 4140 Roosevelt Way NE, Seattle (206-632-5055 or 800-733-3855) www.universityinnseattle.com and at the University Tower Hotel, 4507 Brooklyn Avenue NE, Seattle (206-634-2000 or 800-899-0251) www.universitytowerhotel.com. These hotels are 3-4 blocks (about a 10 minute walk) from William H. Gates Hall. Both hotels have a shuttle van that can provide transportation to-and-from the hotel and William H. Gates Hall. Conference participants may call these hotels to reserve a room at special rates until **March 23, 2006**. After this date, rooms will be available on a space-available basis. Please identify yourself as being with the Dispute Resolution Conference when making reservations at either of these hotels.

14th Annual Northwest Dispute Resolution Conference Registration Form (06D28)
Early Registration Deadline - April 14, 2006

Mr./Ms. _____
 First Name M.I. Last Name

Bar Number & State, if any _____ Year Admitted _____

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SESSION PREFERENCES

Please indicate which sessions you are most likely to attend. This will assist us in assigning rooms.

Session titles are abbreviated below. For complete details, please refer to the descriptions in this brochure or at www.mediate.com/nwadr.

Friday, April 28, 2006

Series 1 - 1:00 - 2:30 p.m.

- 1.1 Science of Persuasion - Part 1
- 1.2 Negotiating Leadership Success
- 1.3 Impartiality thru Introspection

Series 2 - 2:45 - 4:15 p.m.

- 2.1 Apology Continuum in Mediation
- 2.2 Unified Theory of Conflict
- 2.3 Ombudsman & ADR

Series 3 - 4:30 - 5:45 p.m.

- 3.1 Science of Persuasion - Part 2
- 3.2 Cultivating Readiness
- 3.3 Mediating Employment Disputes

Saturday, April 29, 2006

Series 4 - 8:30 - 10:00 a.m.

- 4.1 It Ain't My Fault
- 4.2 Ethics: Working with New UMA
- 4.3 Integration of OD & ADR
- 4.4 Looking Inside the Brain
- 4.5 Reality Testing
- 4.6 Drama Triangle of Conflict
- 4.7 Group Work

Saturday, April 29, 2006

Series 5 - 10:15 - 11:30 a.m.

- 5.1 Ending the War, Building the Peace
- 5.2 Commercial & Contracts Mediation
- 5.3 Mandatory ADR - Oxymoron
- 5.4 Walking the Walk
- 5.5 Selling Mediation
- 5.6 Opening Statement - Getting it Right
- 5.7 Decision-Making and Mediation

Series 6 - 11:45 a.m. - 12:45 p.m.

- 6.1 Helping Victims Rewrite the Story
- 6.2 Advanced Listening & Reframing Skills
- 6.3 Mediation Career Development
- 6.4 Resolving Land Use Disputes
- 6.5 Spirituality and Mediation
- 6.6 Conflict Management System Design
- 6.7 WA Revised Uniform Arbitration Act

Series 7 - 2:15 - 4:00 p.m.

- 7.1 Enhancing Group Collaboration
- 7.2 Intro. to Business Partnering
- 7.3 Collaborative Law
- 7.4 Resolution Across Cultural Divides
- 7.5 Theatre Tools for Conflict Transformation
- 7.6 Integrating Internet into Your Mediation
- 7.7 Nonviolent Communication in Mediation

REGISTRATION FEES
(call about our group rates)

- Both Friday & Saturday, 4/28-29/06 \$225*
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