

The 13<sup>th</sup> Annual Advanced Mediation Techniques Workshop  
**BECOMING A MASTER MEDIATOR**  
**Friday, October 16, 2015**

**AGENDA**

- 8:00 – 8:30           **Registration and Continental Breakfast**  
*Registration- Lobby of Shamblin Theater  
Continental Breakfast - Shamblin Theater*
- 8:30 – 8:45           **Welcome & Announcements**  
*Howard H. Vogel, Esq., Rule 31 Listed General Civil Mediator, ADR Commission Chair  
Lipscomb University Institute for Conflict Management Representative*
- 8:45 – 9:45  
(1.00 hr. general CLE)   **Mediation’s Evolution: Where it has been and Where it is going**  
*(Lecture)*  
*Lee Jay Berman, Mediator, Trainer, and Author, Los Angeles, CA*
- 9:45 – 10:00       **Break**
- 10:00 – 11:30  
(1.50 hrs. general CLE)   **Harnessing the Power of the Master Mediator**  
*(Discussion, individual exercises, small groups)*  
*Lee Jay Berman, Mediator, Trainer, and Author, Los Angeles, CA*
- Intuitive vs. Counter-Intuitive Moves  
Levels at which mediators work  
Advanced People-Reading Skills  
Perspectives
- 11:30 - 12:00       **Lunch**  
*Shamblin Theater*
- 12:00 – 1:00  
(1.00 hr. general CLE)   **Harnessing the Power of the Master Mediator**  
*(Discussion, individual exercises, small groups)*  
*Lee Jay Berman, Mediator, Trainer, and Author, Los Angeles, CA*
- Advanced Communication Skills *(lecture, small groups)*  
Holding Differing Perspectives *(large group exercise and discussion)*
- 1:00 – 1:15       **Break**
- 1:15 – 2:15  
(1.00 hr. dual CLE)   **Ethics Workshop: Working With Your Biases**  
*(Lecture, discussion, individual exercises, small group exercises)*  
*Lee Jay Berman, Mediator, Trainer, and Author, Los Angeles, CA*
- 2:15 – 2:30       **Break**
- 2:30 – 4:00  
(1.50 hrs. general CLE)   **24 Closing Skills Mediators Can Learn From the World of Sales**  
*(Lecture, discussion)*  
*Lee Jay Berman, Mediator, Trainer, and Author, Los Angeles, CA*
- 4:00               **ADJOURN**