

Chairperson

Hayden D. Lait, Esq.
Mediation & Law Office of Hayden Lait
266 South Front Street, Suite 206
Memphis, TN 38103
901-527-1301

Programs Manager

Catherine C. Homra



Tennessee Supreme Court

ALTERNATIVE DISPUTE RESOLUTION COMMISSION
Nashville City Center, Suite 600
511 Union Street
Nashville, TN 37219
615-741-2687 Fax 615-741-6285

Commission Members

Harold D. Archibald, Esq.
Allen S. Blair, Esq.
Hon. Ben H. Cantrell (Ret.)
J. Wallace Harvill, Esq.
Tommy L. Hulse
Hayden D. Lait, Esq.
C. Suzanne Landers, Esq.
Glenna M. Ramer, Esq.
D. Bruce Shine, Esq.
Edward P. Silva, Esq.
Howard H. Vogel, Esq.

Supreme Court Liaison

Hon. Sharon G. Lee

**Rule 31 Continuing Mediation Education
Accreditation Request Form**

Provider Name: Knoxville Bar Association
Address: 505 Main Street, Suite 50 Knoxville, TN 37902
Telephone/Fax: 865-522-6522 Fax: 865-523-5662

E-Mail Address: tsharpe@knoxbar.org

Course Title: Successful Approaches to Negotiating & Influencing People
Date(s) Held: Online Program (available 07/1/11 – 06/30/12)
Location(s): KBA Website – www.knoxbar.org
Fee for Members/Non-Members: \$40 members/\$60 non-members
Does this course have CLE Commission Approval? Yes – Online Program

Session Description	Type of Credit Requested (General Continuing Education, General Mediation Issues, Mediation Ethics, or Family Law)	Start Time	End Time	Credit Approval (Office Use Only)
<p><i>April 8, 2011- Originally Recorded</i> Successful Approaches to Negotiating & Influencing People <i>William A. Young, O'Neil, Parker & Williamson</i> <i>(Program was originally presented as part of the Law Practice Today Expo on April 8, 2011)</i></p> <p>In the current economic environment, it is critical to learn ethical tactics and strategies that increase the likelihood of successful outcomes. Learn the dynamics of negotiation and which styles can affect the outcome. All attorneys negotiate regularly so attend this session to understand how to avoid common negotiation pitfalls and resolve contract disputes.</p>	1 hour of General Mediation Issues	3:30	4:30	1 hr. mediation ethics

OFFICE USE ONLY

Total Approved CME: 1.0 hr.

Date Approved: 7/5/11