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# 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**

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 Allen S. Blair, Esq.  
 Hon. Ben H. Cantrell (Ret.)  
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 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: Tennessee Association of Professional Mediators  
 Address: P. O. Box 150626 Nashville TN 37215  
 Telephone/Fax: 615-383-8276  
 E-Mail Address: tapm@tennmediators.org

Course Title: **Working with the “New Lawyer”:  
 How Counsel and Mediators Co-operate in Conflict Resolution Advocacy**

Date(s) Held: March 9 2012  
 Location(s): Lipscomb University, Institute for Conflict Management, Ezell Center, 3<sup>rd</sup> Floor  
 Fee for Members/Non-Members: 150.00/300.00 on or before February 17 2012;  
 175.00/325.00 after February 17 2012  
 Does this course have CLE Commission Approval? Pending

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)
Registration	None	8:00 a.m.	8:30 a.m.	Registration

<p>This workshop brings together research and practice on negotiation and mediation and share vital knowledge between mediators and mediation advocates. Workshop presentations and exercises will focus on the new skills, knowledge, and sensitivities of “conflict resolution advocacy”, viewed from the perspective of both counsel and mediators. It will combine presentations on empirical research from Macfarlane’s book with discussion and interactive exercises examining the practical demands of effective consensus-building, whether as an advocate or a third party.</p> <p>Through presentation of up-to-date research findings, interactive discussions and skills exercises this workshop will ask:</p> <ul style="list-style-type: none"> <li>➤ How is conflict resolution advocacy different – and how is it the same – as advocacy to a decision-maker?</li> <li>➤ What are the characteristics of effective mediation advocates, and what behavior and thinking limits their effectiveness?</li> <li>➤ How do mediation advocates work with their clients to ensure that they maximize client voice and negotiation power?</li> </ul>	General Mediation Issues	8:30 a.m.	11:45 a.m.	<b>3.25 Hours General Mediation Issues</b>
Lunch Break		11:45 a.m.	1:15 p.m.	Lunch Break
<ul style="list-style-type: none"> <li>➤ How do lawyers and clients make wise and co-operative decisions over negotiation/ mediation strategy, process, and settlement offers?</li> <li>➤ How can mediators reinforce and support the “new lawyer” in mediation?</li> <li>➤ How do mediators manage less experienced counsel who are accustomed to positional negotiation rather than problem-solving?</li> <li>➤ What do we know about what mediation advocates say that they want and need from mediators?</li> <li>➤ How can mediators work with advocates and their clients to help them to achieve the best possible outcomes?</li> </ul>	General Mediation Issues	1:30 p.m.	4:30 p.m.	<b>3.0 Hours General Mediation Issues</b>

**OFFICE USE ONLY**

**Total Approved CME: 6.25 Hours**  
**Date Approved: January 17, 2012**