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# Tennessee Supreme Court

ALTERNATIVE DISPUTE RESOLUTION COMMISSION

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Nashville, TN 37219

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Mary Ann Zaha

**Supreme Court Liaison**

Hon. Sharon G. Lee

## Rule 31 Continuing Mediation Education Accreditation Request Form

**Provider Name:** Memphis Bar Association  
**Address:** 145 Court Ave., #301, Memphis, TN 38103  
**Telephone/Fax:** 901.527.3573 / 901.527.3582  
**E-Mail Address:** [lbeach@memphisbar.org](mailto:lbeach@memphisbar.org)  
**Course Title:** Advanced Negotiation Strategies for Lawyers  
**Date(s) Held:** October 16, 2017  
**Location(s):** Holiday Inn, 3700 Central Ave., Memphis, TN  
**How to Register:** [www.memphisbar.org/cle](http://www.memphisbar.org/cle)  
**Fee for Members/Non-Members:** \$225  
**Does this course have CLE Commission Approval?** Yes

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)
Information is power: share it strategically; leverage is fluid & timing is crucial		9:00	10:30	1.5 hours General Mediation Issues OR 1.5 hours General Continuing Education
Employ "fair" objective criteria		10:45	11:00	.25 hours General Mediation Issues OR .25 hours General Continuing Education
Prepare to negotiate simulation		11:00	11:30	.5 hours General Mediation Issues OR .5 hours General Continuing Education
Advanced negotiation ethics scenarios & discussion; Don't lose it at the end; take back control of the agenda; competitive vs. problem-solving strategies		1:15	2:30	1.25 hours General Mediation Issues OR 1.25 hours General Continuing Education
Prepare to negotiate simulation		2:30	3:00	.5 hours General Mediation Issues OR .5 hours General Continuing Education

Dealing with negotiation styles & risky leverage tactics		3:45	4:30	.75 hours General Mediation Issues OR .75 hours General Continuing Education
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**OFFICE USE ONLY**

**Total Approved CME: 4.75 hours**  
**Date Approved: September 11, 2017**

**OFFICE USE ONLY**

**Total Approved CME: 6.0 Hours**  
**Date Approved: January 27, 2014**