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*The Advocacy Institute Is Pleased to Announce*

## **PROGRAM ANNOUNCEMENT**

### **NEGOTIATION AND DISPUTE RESOLUTION WORKSHOP**

**MARCH 27, 2012**

**10:00 a.m. to 4:00 p.m.**

**Richard J. Hughes Justice Complex**

**25 Market Street**

**4th Floor Conference Center, Rm. C**

**Trenton, New Jersey**

#### *Program Summary*

This one-day workshop is specifically designed for attorneys and other legal professionals. Topics covered include negotiation theory and practice, the differences between mediation and arbitration, and how to use mediation to settle court cases. Role-play and discussion are stressed in this highly interactive workshop. Participants who complete this one-day workshop may then choose to attend an additional two-day training program that will qualify them to apply to be on the New Jersey State Court Mediation Roster.

#### *Who Should Attend?*

This program is recommended for all attorneys who handle civil or administrative matters involving negotiation, mediation, arbitration or other alternative dispute resolution process.

#### *Who Is the Faculty?*

**Eric R. Max** is the Director of the NJ Office of Dispute Settlement, which provides mediation services to resolve complex cases, and is a recognized leader in mediation and in teaching mediation skills.

#### *How Do I Register?*

Most State and some county employees will be able to register for this course by going to <http://reg.dcj.lps.state.nj.us/login.aspx?portalid=2> and creating an account. (Your computer must be attached to the government's Garden State Network.). If you are unable to access the above link kindly email the Advocacy Institute at: [AdvocacyInstitute@lps.state.nj.us](mailto:AdvocacyInstitute@lps.state.nj.us) for an authorization to allow you access to the registration system through the My New Jersey portal.

Once you receive the authorization code you will be prompted to go to the My New Jersey portal at <http://www.state.nj.us/> and create an account, if you do not already have one. Once you do, you then will be able to register through the portal at <http://www.state.nj.us>.

### *CLE Credit*

**NJ CLE Credit:** This program had been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 5.5 hours of total CLE credit. Of these, 0.0 qualify as hours of credit for ethics/professionalism and 5.5 qualify as hours of credit toward certification in civil trial law.

**NY CLE Credit:** 5.5 substantive credits (pursuant to the approved jurisdiction policy).

**PA CLE Credit:** 4.5 substantive credits (\$7.50 mandatory registration fee required).



*State of New Jersey*  
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**Chris Christie**  
Governor

**Kim Guadagno**  
Lt. Governor

**Joseph Krakora**  
Public Defender

**NJ OFFICE OF DISPUTE SETTLEMENT**  
**NEGOTIATION AND MEDIATION WORKSHOP**

**Training Agenda**<sup>1</sup>

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|----------|--|
| 10:00 am | Introduction of trainer, overview of training and introduction of participants |
| 10:15 am | Overview of court mediation programs in New Jersey                             |
| 10:30 am | Negotiation role play and de-briefing  |
| 11:00 am | View "Getting to Yes" video and discussion; negotiation theory and practice    |
| 11:30 am | Arbitration role play  |
| 12:00 pm | Lunch  |
| 1:00 pm  | Mediation role play  |
| 1:45 pm  | De-brief arbitration and mediation role plays; compare and contrast            |
| 2:30 pm  | Mediation role play-ethics   |
| 3:00 pm  | De-brief role play; discussion of mediation ethics                             |
| 4:00 pm  | Conclusion of training   |

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<sup>1</sup> Additional breaks will be provided at the faculty's discretion.