



PROGRAM ANNOUNCEMENT

The Advocacy Institute is Pleased to Present

Negotiation and Dispute Resolution Workshop

June 1, 2022

9:30 a.m.* – 4:00 p.m.

**Richard J. Hughes Justice Complex
Advocacy Institute Conference Center
Fourth Floor, West Wing
25 Market Street, Trenton, New Jersey**

***Registration starts at 9:00 a.m.**

Program Summary

This one-day workshop will provide Division of Law attorneys with techniques to become effective negotiators. The instructor will discuss negotiation theory and practice, the differences between mediation and arbitration, and using mediation to settle court cases. The highly interactive format includes role-play exercises and facilitated discussion. Participants who complete this course may then choose to attend an additional two-day training program that will qualify them to apply for inclusion on the New Jersey Superior Court Civil Mediator Roster.

Eligibility

Registration for this program is limited to Division of Law deputy attorneys general invited to attend by their section leadership.

Faculty

Eric Max, Esq. is a lecturer at the University of Pennsylvania's Wharton Business School, where he teaches negotiation to MBA and law students. Mr. Max also provides negotiation training to industry executives and lawyers from around the world as part of Wharton's Executive Education Program. Prior to teaching at Wharton, Mr. Max taught mediation at NYU Law School as an adjunct professor.

Mr. Max was previously the Director of the NJ Office of Dispute Settlement. He provided negotiation and mediation training to NJ Superior Court and Administrative Law Judges; NJ Federal Court Law Clerks; lawyers on the NJ State Court Mediation Roster; Deputy Attorneys General; and attorneys at other State agencies including the NJ Office of the Public Defender and the Department of Environmental Protection; and NJ Affirmative Action/EEO officers.

Mr. Max has served as a court-appointed mediator in over 1,000 civil cases involving claims in excess of \$1 billion dollars. These cases have encompassed employment, contract, insurance coverage, environmental, personal injury, construction, health care, product liability, civil rights, malpractice, OPRA and foreclosure litigation. Mr. Max has received the CPR National Award for Outstanding Practical Achievement in Dispute Resolution for his work mediating significant cases for the courts. He received a Specialization in Negotiation and Dispute Resolution from the Harvard Law School Program on Negotiation, a J.D. from Boston University School of Law and a B.A. in Political Science and Government from Vassar College.

CLE Credit

NJ CLE Credit: This program has been approved by the Board on Continuing Legal Education of the Supreme Court of New Jersey for 6.3 hours of total CLE credit. Of these, 0.0 qualify as hours of credit for ethics/professionalism.

PA CLE Credit: 5.0 Substantive Credits (\$7.50 mandatory registration fee required).

Registration

Attorneys eligible to attend this program will receive registration instructions from the AGAI.

Agenda

- 9:30 am - 10:00 am: Overview of the Negotiation and Mediation Fields
- 10:00 am - 11:00 am: Negotiation Styles Assessment Questionnaire & Debrief
- 11:00 am - 11:15 am: Break
- 11:15 am - 12:15 pm: Workshop #1 - Distributive Bargaining Role Play & Debrief
- 12:15 pm - 1:00 pm: Lunch
- 1:00 pm - 2:45 pm: Workshop #2 - Integrative Bargaining Role Play & Debrief
- 2:45 pm - 3:00 pm: Break
- 3:00 pm - 4:00 pm – Workshop #3 - Mediation Role Play & Debrief