

THE ADVANCED COMMERCIAL MEDIATION INSTITUTE
OF THE COMMERCIAL SECTION
OF THE ASSOCIATION FOR CONFLICT RESOLUTION
PROUDLY PRESENTS

A FREE EDUCATIONAL TELECONFERENCE

Lee Jay Berman, Master Mediator & Trainer
IMPASSE IS A FALLACY

This topic will engage you – first in identifying the most common specific causes of impasse, and then in delivering tools that will help you to resolve more cases by avoiding these common traps. We will explore tools to rethink how you do every stage of the process: beginning with convening a case and the mediator's introduction, right through how you can manage joint sessions and caucuses more effectively, and then finally how to close the deal more successfully.

March 29, 2013

3:00 EST / 12:00 PST

BRIDGE-LINE: **641-715-3625, 238319#**

Lee Jay Berman began as a full-time mediator and trainer over 18 years ago, and has successfully mediated over 1,700 matters. He mediates through PMA Dispute Resolution based in the Century City area of Los Angeles. He is also a national panelist with the American Arbitration Association, a Distinguished Fellow with the International Academy of Mediators, a Charter Diplomat with both the California and National Academies of Distinguished Neutrals, internationally certified by the International Mediation Institute, and a Dispute Resolution Expert with the United Nations Development Programme. He was Mediator of the Year for the US Bankruptcy Court in California in 2007 and California's Daily Journal named him to California's Top Neutrals in 2008 and 2009, and named to the Who's Who of International Commercial Mediation in 2012.

Also a respected trainer in the field, he founded the American Institute of Mediation, leaving his position as Director of Pepperdine Law School's *Mediating the Litigated Case* program after seven years. In addition to lecturing and training at Southwestern Law School, University of Texas, Southern Methodist University, Lipscomb University and Cal-State Northridge, he has trained judges, attorneys and business leaders in Croatia, India, The Kingdom of Jordan, The Netherlands and the United Arab Emirates. In 2010, the Southern California Mediation Association honored him with the Randolph L. Lowry Lecture Award for his leadership in educating members of the field.

Lee Jay launched the Santa Barbara Superior Court's successful ADR program and chaired the statewide committee that published the *Standards of Practice for California Mediators*. He served three years on the State Bar of California's Standing Committee on ADR and has published numerous articles on mediation and ADR. He authors the popular blog *Eye On Conflict*, and lives with his wife in Marina del Rey, California.

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