

ETHICS & TACTICS IN MEDIATION & SETTLEMENT NEGOTIATIONS

Wednesday, October 19, 2005 • 6:00 - 9:00 p.m.

What are an attorney's ethical obligations in representing a client in settlement negotiations? How does the ethical landscape change in the mediation context? What specific strategies are both effective and ethical? How do the mediator's own ethical obligations affect strategy? A panel of experienced mediators and attorneys will review attorneys' obligations under the Code of Professional Responsibility, the Model Rules and the Uniform Mediation Act, examine negotiation and mediation tactics, and discuss the interplay of good strategy and good ethics. All attendees are encouraged to participate in the program.

PROGRAM CHAIR

Paul D. Sarkozi
Hogan & Hartson L.L.P.

FACULTY

Daniel J. Kaiser
Kaiser Saurborn & Mair, P.C.

Honorable Kathleen A. Roberts (Ret.)
Mediator/Arbitrator
JAMS

David S. Ross
Adjunct Professor, Columbia Law School
JAMS
Mediator and Arbitrator

Edward E. Vassallo
Fitzpatrick, Cella, Harper & Scinto

SPONSORING ASSOCIATION COMMITTEES: Alternative Dispute Resolution,
Kenneth L. Andrichik, Chair & Professional Responsibility, Richard Maltz, Chair

Agenda

6:00-6:15

INTRODUCTION & OVERVIEW

6:15-7:30

NEGOTIATION & ETHICS

- A typical negotiation
- Interplay of ethics & strategies in negotiation
- Review of the applicable ethical rules
- Examples of how the ethical rules are applied in practical situations

7:30-7:45

BREAK

7:45-9:00

MEDIATION & ETHICS

- Are there different ethical & strategic considerations when negotiations are facilitated by a mediator?
- Perspectives of the judge, mediator & advocate
- Examples of ethical & strategic dilemmas
- Ethical behavior succeeding as good strategy in mediation
- Recent developments

CLE Credit

3 credits in ethics.

This program provides transitional credit for newly admitted attorneys. In accordance with the CLE Board's revised Regulations and Guidelines, if you attended this program in the past you may not be permitted to apply the CLE credit for this program to fulfill your current CLE requirements.





ETHICS & TACTICS
IN
MEDIATION & SETTLEMENT
NEGOTIATIONS

Wednesday, October 19, 2005 • 6:00 - 9:00 p.m.

Live Program (includes materials):

- \$225 Member \$335 Non-member

Walk in Registration (includes materials):

- \$250 Member \$360 Non-member

Audiotapes (includes materials):

- \$345 Member \$415 Non-member

CDs (includes materials):

- \$365 Member \$435 Non-member

Videotapes (includes materials):

- \$435 Member \$505 Non-member

DVDs (includes materials):

- \$475 Member \$565 Non-member

Materials Only (no CLE credit):

- \$105 Member \$135 Non-member

WEB

NEW YORK
CITY BAR

REGISTRATION
INFORMATION

These programs will be held at:

New York City Bar

42 West 44th Street, New York, NY 10036

To Register: call (212) 382-6663 or (212) 382-6662;
fax (212) 869-4451; mail registration form to the City
Bar Center for CLE, 42 West 44th Street, New York,
NY 10036 or register online at www.abcny.org or
www.nycbar.org.

Scholarships & Discounts: Financial scholarships
are available; please call (212) 382-6663 for an
application. All applications must be submitted 3
weeks prior to the program. 50% discounts off of
member & non-member program prices are
available for government & public interest
attorneys, students & academics. A 20% discount
off of member and non-member prices are
available for firms and corporations that register
10 or more people for the same program or video
replay.

Cancellations & Refunds: For live programs &
video replays, refunds & program credits are
available provided cancellation is made in
writing & received by the City Bar Center prior
to the program. A \$25 administrative fee will be
charged for all refunds. The cancellation fee will
be deducted directly from the refund. For
program credits no administrative fee will
be charged. Program credits must be used
within one year of the original program date.
Cancellations must be in writing & faxed to the
City Bar Center at (212) 869-4451. Refunds &
program credits are not available for the
purchase of tapes, CDs, DVDs, course materials
or online programs.

Registration Fee: Advance registration is
advised. An additional fee of \$25 will be charged
for "walk-in" registrations--those received later
than 3:00 p.m. one business day prior to the
program.

Name _____ Firm _____
Address _____ Floor/Suite _____ City _____ State _____ Zip _____
Phone _____ Fax _____ E-mail _____
Please specify your area of practice _____
 Enclosed is my check for _____, payable to the Association of the Bar.
 AMEX Card Number _____ Exp. Date _____
 Visa MC Card Number _____ Exp. Date _____
Amount to charge _____ Signature _____