

The OREGON MEDIATION ASSOCIATION *and* The Oregon State Bar - Alternative Dispute Resolution Section

Mediation Impasse-Breaking and Ethics: Tips, Tricks, Traps, and Tools

Friday, March 9th, 2012

8:50 a.m. - 4:30 p.m.

Federal Courthouse (Jury Assembly Room)
1000 SW 3rd Avenue, Portland

Followed by No Host Social Hour at Lotus Card Room
(across the street from the Federal Courthouse)

5 General/Practical Skills and 1 Ethics MCLE Credits Pending

Workshop Summary

This practical program will provide tips to break impasse. You will learn tricks to dispense “reality therapy” and dance with the “pit-bull.” We will explore psychological negotiation traps that will prepare you for the various settlement dances. You will leave with tools to manage the issues surrounding mediator ethics and approaches.

Presenter: Sam Imperati, J.D.



Sam Imperati, JD is the Executive Director of the Institute for Conflict Management, Inc. ICM provides mediation, facilitation, and training services. Sam also teaches at Lewis and Clark Law School and Willamette University's MBA program. He has been an attorney for over thirty-two years and is “AV” rated. He was Assistant Corporate Counsel with Nike, in private practice, and has mediated everything from “Admiralty to Zoning.” Sam served as a Judge Pro Tem and as Chair of the OSB ADR Section. He was on the OSB Ethics Committee, was Chair of the Multnomah Local Professional Responsibility Committee, and serves on OMA's Standards and Practices Committee. He appears in the 2006 through 2012 editions of The Best Lawyers in America for mediation. Sam received the 2007 OMA Lezak Award and the 2010 OSB ADR Section Lezak Award.

Training Schedule

- 8:50 a.m. Welcome and Introductions
- 9:00 to Noon Lecture and exercises
- Noon to 1:00 Lunch on your own
- 1:00 to 4:00 Lecture and exercises
- 4:15 to 5:30 No Host Social Hour at Lotus Card Room (across the street from the Courthouse)

Registration Cost - **Early registration fee ends March 2nd**

OMA or OSB ADR Section Members: \$150; after *March 2nd*, \$175

All others: \$175; after *March 2nd*, \$200

Payment is required to complete your registration. Advance online registration closes March 2nd. A \$25 late fee applies for those registering after March 2nd. Cash or checks will be accepted for onsite registration.

Join OMA or the Oregon State Bar ADR Section and take advantage of member benefits. Visit OMA at www.omediate.org and click on *Join OMA*.

To register for the training, visit OMA's homepage: oma@omediate.org and click *Register Now* or visit <http://tinyurl.com/mediationtraining>. Make checks payable to the Oregon Mediation Association, P.O. Box 40041, Portland, OR 97240 or pay online by registering and choosing the PayPal/credit card payment option.

NOTE: Registrants will need to bring a photo ID to enter the federal building and go through a security check. Please arrive a bit early to allow sufficient time for this process.

For more information email oma@omediate.org or call (503) 872-9775 Monday through Thursday.