

John Lande
University of Missouri School of Law
Columbia, MO 65211
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TEACHING EXPERIENCE

2015 - present	Isidor Loeb Professor Emeritus
2011 - 2015	Isidor Loeb Professor
2008 - 2011	Isidor Loeb Professor and Director, LL.M. Program in Dispute Resolution
2000 - 2008	Associate Professor and Director, LL.M. Program in Dispute Resolution University of Missouri School of Law
1998 - 2000	Assistant Professor and Director, Mediation Program, Univ. of Arkansas at Little Rock School of Law.
1995 - 1998	Assistant Professor, Nova Southeastern Univ., Dispute Resolution Dept
1984 - present	Mediation Trainer, Presenter, Discussion Leader, Role-Play Coach Mediation training programs sponsored by the American Bar Association Family Mediation Institute, Bay Area Lawyers for the Arts, Broward County Community College Mediation Program, Missouri Office of State Courts Administration, Northern California Council for Mediation, Nova Southeastern University Instituto Internacional training for Argentinian attorneys, Planned Parenthood of South Palm Beach and Broward Counties, Trinidad and Tobago Chamber of Commerce, University of Missouri-Columbia School of Law, US District Court for Western District of Missouri, US Postal Service, US and state courts in New Hampshire.

EDUCATION

LEGAL	Hastings College of the Law (Univ. of California), JD 1980
GRADUATE	Univ. of Wisconsin-Madison, Sociology, MS 1991, PhD 1995 Dissertation: "The Diffusion of a Process Pluralist Ideology of Disputing: Factors Affecting Opinions of Business Lawyers and Executives" Master's Thesis: "Concepts of Fairness and Law in Employers' Handling of Discrimination Complaints"
UNDERGRADUATE	Univ. of Michigan, AB in Psychology with High Distinction 1974

MEDIATION TRAINING

1996	Florida Supreme Court Certification as Family and County Court Mediator
1996	Univ. of South Florida, Tampa, FL
1995	Nova Southeastern Univ., Ft. Lauderdale, FL
1982 - 1985	Center for Mediation in Law, Mill Valley, CA
1983	Berkeley Community Mediation Service, Berkeley, CA
1983	Bay Area Lawyers for the Arts, San Francisco, CA
1982	Univ. of California Extension, Berkeley, CA
1982	American Arbitration Association, San Francisco, CA

HONORS

2018	Section Chair's Award , ABA Section of Dispute Resolution
2015	Mangano Dispute Resolution Achievement Award , St. John's Law School's Hugh L. Carey Center for Dispute Resolution
2013	Fellow, Educating Tomorrow's Lawyers, Institute for the Advancement of the American Legal System, Univ. of Denver
2012	Meyer Elkin Essay Award, Association of Family and Conciliation Courts
2007	Best Professional Article, International Institute for Conflict Resolution & Prevention
2005	President's Award, Association of Missouri Mediators
2002	Honorable Mention, Professional Article, International Institute for Conflict Resolution & Prevention
1995	Distinguished Scholarship Award, American Sociological Association, Sociology of Law Section (with Lauren B. Edelman & Howard S. Erlanger)
1994 - 1995	Fellowship, Program on Negotiation at Harvard Law School
1993	Scholarship, Hewlett Socio-Legal Institute on Dispute Resol., Ohio State Univ.
1992 - 1994	Hewlett Legal Studies Fellowship, Institute for Legal Studies, Univ. of Wisc.

NON-ACADEMIC EMPLOYMENT

1986 - 1989	Legal Writer / Editor , Matthew Bender Company, Oakland, CA
1980 - 1986	Law and Mediation Practice , San Francisco & Oakland, CA Tried cases and appeared at arbitration and motion hearings Conducted settlement and mediation meetings Prepared pleadings, discovery, motions, briefs, and settlement agreements Took and attended depositions Drafted contracts, wills, incorporation, and condominium documents Board chair & member, Northern California Council for Mediation, 1984-88
1975 - 1977	Budget Analyst , Univ. of California, Berkeley, CA
1974 - 1975	Budget Analyst , US Dept of Health, Education, and Welfare, Washington, DC

PUBLICATIONS

Many of my publications can be downloaded from my [website](#), including some pieces not listed below. I blog on the [Indisputably](#) and [Kluwer Mediation](#) blogs.

Books

[Litigation Interest and Risk Assessment: Help Your Clients Make Good Litigation Decisions](#) (ABA, 2020), with Michaela Keet and Heather Heavin.

[Theories of Change for the Dispute Resolution Movement: Actionable Ideas to Revitalize Our Movement](#) (John Lande, ed., 2020).

[Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money](#) (2d ed., ABA, 2015), including teacher's manual.

Articles and Chapters in Scholarly Publications

For Pragmatic Romanticism in Law and Dispute Resolution: Reflections on Galanter's Remarkably Realistic Analysis of Why the Have-Nots Come Out Behind, in *Discussions in Dispute Resolution* (Art Hinshaw, Andrea Kupfer Schneider & Sarah Rudolph Cole, eds., 2021).

[The Dispute Resolution Movement Needs Good Theories of Change](#), 2020 *Journal of Dispute Resolution* 121.

[Moving Negotiation Theory from the Tower of Babel Toward a World of Mutual Understanding](#), 2017 *Journal of Dispute Resolution* 1.

[Building Theory from Real Life Negotiations](#), 2017 *Journal of Dispute Resolution* 53.

[The Definition of Negotiation: A Play in Three Acts](#), 2017 *Journal of Dispute Resolution* 15 (with Andrea Schneider, Noam Ebner, and David Matz).

[Taming the Jungle of Negotiation Theories](#), in *Negotiation Desk Reference* (Christopher Honeyman & Andrea Schneider eds., 2017).

[Why and How Businesses Use Planned Early Negotiation](#), 13 *University of St. Thomas Law Journal* 248 (2017) (with Peter W. Benner).

[My Last Lecture: More Unsolicited Advice for Future and Current Lawyers](#), 2015 *Journal of Dispute Resolution* 317.

[A Framework for Advancing Negotiation Theory: Implications from a Study of How Lawyers Reach Agreement in Pretrial Litigation](#), 16 *Cardozo Journal of Conflict Resolution* 1 (2014).

[*Good Pretrial Lawyering: Planning to Get to Yes Sooner, Cheaper, and Better*](#), 16 *Cardozo Journal of Conflict Resolution* 63 (2014).

[*Escaping From Lawyers' Prison of Fear*](#), *UMKC Law Review* 485 (2014).

[*Family Lawyering: Past, Present, and Future*](#), 51 *Family Court Review* 20 (2013) (with Forrest S. Mosten).

[*Reforming Legal Education to Prepare Law Students Optimally for Real-World Practice*](#), 2013 *Journal of Dispute Resolution* 1.

[*Lessons from Mediators' Stories*](#), 34 *Cardozo Law Review* 2423 (2013).

[*Lessons from Teaching Students to Negotiate Like a Lawyer*](#), 15 *Cardozo Journal of Conflict Resolution* 1 (2013).

[*Teaching Students to Negotiate Like a Lawyer*](#), 39 *Washington University Journal of Law and Policy* 109 (2012).

[*Principles for Designing Negotiation Instruction*](#), 33 *Hamline Journal of Public Law and Policy* 299 (2012) (with Ximena Bustamante, Jay Folberg, and Joel Lee) (adapted from a chapter in [*Educating Negotiators in a Connected World*](#) (Christopher Honeyman, James R. Coben & Andrew Wei-Min Lee, eds., 2013)).

[*The Revolution in Family Law Dispute Resolution*](#), 24 *Journal of the American Academy of Matrimonial Lawyers* 411 (2012).

[*Getting Good Results for Clients by Building Good Working Relationships with "Opposing Counsel,"*](#) 33 *University of La Verne Law Review* 107 (2011).

[*An Empirical Analysis of Collaborative Practice*](#), 49 *Family Court Review* 257 (2011) (Meyer Elkin Essay Award, Association of Family and Conciliation Courts, for best article published in *Family Court Review* in 2012.).

[*The Potential Contribution of ADR to an Integrated Curriculum: Preparing Law Students for Real World Lawyering*](#), 25 *Ohio State Journal on Dispute Resolution* 247 (2010) (with Jean Sternlight).

[*Collaborative Lawyers' Duties to Screen the Appropriateness of Collaborative Law and Obtain Clients' Informed Consent to Use Collaborative Law*](#), 25 *Ohio State Journal on Dispute Resolution* 347 (2010) (with Forrest S. Mosten).

[*The Uniform Collaborative Law Act's Contribution to Informed Client Decision Making in Choosing a Dispute Resolution Process*](#), 38 *Hofstra Law Review* 611 (2009) (with Forrest S. Mosten).

[*The Movement Toward Early Case Handling in Courts and Private Dispute Resolution*](#), 24 *Ohio State Journal on Dispute Resolution* 83 (2008).

[*Practical Insights From an Empirical Study of Cooperative Lawyers in Wisconsin*](#), 2008 Journal of Dispute Resolution 203.

[*Developing Better Lawyers and Lawyering Practices: Introduction to the Symposium on Innovative Models of Lawyering*](#), 2008 Journal of Dispute Resolution 1.

[*An Appreciation of Marc Galanter's Scholarship*](#), 71 Law and Contemporary Problems 147 (Spring 2008).

[*Principles for Policymaking about Collaborative Law and Other ADR Processes*](#), 22 Ohio State Journal on Dispute Resolution 619 (2007) (Best Professional Article, International Institute for Conflict Prevention and Resolution).

[*Judging Judges and Dispute Resolution Processes*](#), 7 Nevada Law Journal 457 (2007).

[*How Much Justice Can We Afford?: Defining the Courts. Roles and Deciding the Appropriate Number of Trials, Settlement Signals, and Other Elements Needed to Administer Justice*](#), 2006 Journal of Dispute Resolution 213.

[*Introduction to Vanishing Trial Symposium*](#), 2006 Journal of Dispute Resolution 1.

[*Shifting the Focus From the Myth of "The Vanishing Trial" to Complex Conflict Management Systems, or I Learned Almost Everything I Need to Know About Conflict Resolution From Marc Galanter*](#), 6 Cardozo Journal of Conflict Resolution 191 (2005).

[*Focusing on Program Design Issues in Future Research on Court-Connected Mediation*](#), 22 Conflict Resolution Quarterly 89 (2004).

[*Fitting the Forum to the Family Fuss: Choosing Mediation, Collaborative Law, or Cooperative Law for Negotiating Divorce Cases*](#), 42 Family Court Review 280 (2004) (with Gregg Herman).

[*Possibilities for Collaborative Law: Ethics and Practice of Lawyer Disqualification and Process Control in a New Model of Lawyering*](#), 64 Ohio State Law Journal 1315 (2003).

[*Using Dispute System Design Methods to Promote Good-Faith Participation in Court-Connected Mediation Programs*](#), 50 UCLA Law Review 69 (2002) (Honorable Mention, Professional Article, International Institute for Dispute Prevention and Resolution).

[*Toward More Sophisticated Mediation Theory*](#), 2000 Journal of Dispute Resolution 321.

[*Getting the Faith: Why Business Lawyers and Executives Believe in Mediation*](#), 5 Harvard Negotiation Law Review 137 (2000).

[*Failing Faith in Litigation? A Survey of Business Lawyers' and Executives' Opinions*](#), 3 Harvard Negotiation Law Review 1 (1998).

[*How Will Lawyering and Mediation Practices Transform Each Other?*](#), 24 Florida State University Law Review 839 (1997).

[*Internal Dispute Resolution: The Transformation of Civil Rights in the Workplace*](#), 27 Law and Society Review 497 (1993) (with Lauren B. Edelman and Howard S. Erlanger) (Distinguished Scholarship Award, Amer. Soc. Assn, Sociology of Law Section).

Private Courts and Public Authority, 12 Studies in Law, Politics, and Society 393 (1992) (with Marc Galanter).

Speaking for Mediation: How Can Mediators Educate the Public About Options for Mediation, Promote Individual Mediation Practices, and Enhance the Quality of Mediation Services?, 17 Mediation Quarterly 23 (1987).

[*Mediation Paradigms and Professional Identities: Can Mediators Activate a New Movement for Justice?*](#) 4 Mediation Quarterly 19 (1984).

Professional and Other Short Publications

[*Survey of Early Dispute Resolution Movements and Possible Next Steps*](#) (2021).

[*Courts Should Make Mediations Good Samaritans Not Frankensteins*](#) (2021).

[*Reconciling Allegedly Alternative Mediation Models by Using DIY Models*](#) (2021).

[*The Importance of Quantifying Intangible Litigation Costs*](#), 38 Alternatives to the High Cost of Litigation 17 (2020) (with Michaela Keet, Heather Heavin).

[*Promoting Cooperative Early Dispute Resolution in Civil Cases*](#), Just Resolutions (December 2018).

[*Getting the Benefit of Planned Early Dispute Resolution in Construction Projects*](#), 34 Construction Law Letter 1 (Jan. / Feb. 2018).

[*Overcoming Roadblocks to Reaching Settlement in Family Law Cases*](#), 40 Family Advocate 26 (Winter 2018).

[*How Can We Build Common Ground Between Bubbles?*](#), ACResolution Magazine (Sept. 2017).

[*How Your Company Can Develop a Planned Early Dispute Resolution System*](#), 34 Alternatives to the High Cost of Litigation 67 (2016) (with Peter W. Benner).

[*How Businesses Use Planned Early Dispute Resolution*](#), 34 Alternatives to the High Cost of Litigation 49 (2016) (with Peter W. Benner).

[*Advancing Negotiation Theory*](#), 2 (University of Missouri School of Law Center for the Study of Dispute Resolution, 2015).

[Taking Advantage of Opportunities in “Litigotiation,”](#) 21 Dispute Resolution Magazine 40 (Summer 2015).

[Integrating Alternative Dispute Resolution and Problem-Solving Across the Curriculum,](#) in Building on Best Practices: Transforming Legal Education in a Changing World (Deborah Maranville et al. eds., 2015) (with Jill Gross).

[Family Lawyering with Planned Early Negotiation: How to Get Good Results for Clients and Make Money,](#) Family Advocate, Winter 2015, at 12.

“Less Salt, More Vitamins – Teaching Dispute Resolution to First-Year Law Students, in [The Art of Teaching Dispute Resolution](#) 8 (University of Missouri School of Law Center for the Study of Dispute Resolution, 2014) (with Rafael Gely).

[Promoting Use of Multi-Stage Simulations in Law School Courses,](#) in [The Art of Teaching Dispute Resolution](#) 16 (University of Missouri School of Law Center for the Study of Dispute Resolution, 2014).

[Commentary on the Case of the Unknown Mechanic](#) in Susan Exon, Advanced Guide for Mediators (2014).

[Planned Early Dispute Resolution User Guide,](#) ABA Section of Dispute Resolution (2013) (with Kurt L. Dettman and Catherine E. Shanks).

Foreword in Spencer Punnett, Representing Clients in Mediation: A Guide to Optimal Results Based on Insights From Counsel, Mediators, and Program Administrators (2013).

[How Advocates Can Manage Cases Better, And Get Good Results, With “Planned Early Negotiation,”](#) 29 Alternatives to the High Cost of Litigation 161 (2011).

[How Neutrals Can Provide Early Case Management of Construction Disputes,](#) JAMS Construction Newsletter (May 2011).

[Helping Lawyers Help Clients,](#) 28 GP Solo 28 (2011).

[Helping Lawyers Help Clients Make Good Decisions About Dispute Resolution,](#) 17 Dispute Resolution Magazine 14 (Fall 2010).

[Can We Resolve Franchise Disputes Faster, Cheaper and Better?,](#) LJM’s Franchising Business & Law Alert 1 (July 2010) (with Steven K. Fedder and Peter R. Silverman).

[Before You Take a Collaborative Law Case: What the Ethical Rules Say About Conflicts of Interest, Client Screening, and Informed Consent,](#) 33 Family Advocate 31 (Fall 2010) (with Forrest S. Mosten).

[*A Recent Innovation, 'Cooperative' Negotiation, Can Promote Early and Efficient Settlement through Joint Case Management*](#), 27 *Alternatives to the High Cost of Litigation* 117 (2009).

[*Collaborative Lawyers' Duties to Screen Cases for Appropriateness and Obtain Clients' Informed Consent*](#), 28 *AFCC News* 6 (Spring 2009) (with Forrest S. Mosten).

[*Learning From "Cooperative" Negotiators in Wisconsin*](#), 15 *Dispute Resolution Magazine* 20 (Winter 2009).

[*A Guide for Policymaking That Emphasizes Principles, and Public Needs*](#), 26 *Alternatives to the High Cost of Litigation* 829 (2008).

Fitting the Forum to the Fuss: Helping Parties Choose Mediation, Collaborative Practice, or Cooperative Practice, Virginia Mediation Network Newsletter (Fall / Winter 2008).

[*Improving Mediation Quality: You, Too, Can Do This in Your Area*](#), 26 *Alternatives to the High Cost of Litigation* 89 (2008).

[*Doing The Best Mediation You Can*](#), 14 *Dispute Resolution Magazine* 43 (Spring/Summer 2008).

[*Listening to Experienced Users: Improving Quality and Use of Commercial Mediation*](#), 13 *Dispute Resolution Magazine* 18 (Spring 2007) (with Rachel Wohl).

[*Lessons for Collaborative Lawyers and Other Dispute Resolution Professionals from Colorado Bar Association Ethics Opinion 115*](#), www.mediate.com (April 2007).

[*Replace 'The Vanishing Trial' with More Helpful Myths*](#), 23 *Alternatives to the High Cost of Litigation* 161 (2005).

[*Procedures for Building Quality into Court Mediation Programs*](#), 23 *Alternatives to the High Cost of Litigation* 17 (2005).

[*Why a Good-Faith Requirement Is a Bad Idea for Mediation*](#), 23 *Alternatives to the High Cost of Litigation* 1 (2005).

[*The Promise and Perils of Collaborative Law*](#), 12 *Dispute Resolution Magazine* 29 (Fall 2005).

[*"The Vanishing Trial" Report: An Alternative View of the Data*](#), 10 *Dispute Resolution Magazine* 19 (Summer 2004).

[*Negotiation: Evading Evasion: How Protocols Can Improve Civil Case Results*](#), 21 *Alternatives to the High Costs of Litigation* 149 (2003).

Mediation Madness, American Bar Association Section of Dispute Resolution ADR Advocacy in Litigation Practice Committee videotape (2003) (co-producer) .

[Child Protection Mediation](#), Report on Trends in the State Courts, National Center for State Courts (2000).

Confidentiality in Dependency Mediation: Where Does it Begin and End?, AFCC (Association of Family and Conciliation Courts) Newsletter 3 (Fall 1999) (with Susan Butterwick).

Mediating Child Neglect, Arkansas Democrat-Gazette, p. 1J (Feb. 21, 1999) (with Laurie Sadler).

The Children Are Why We're Here, dependency mediation videotape (1999) (executive producer with Laurie Sadler).

Dependency-Neglect Mediation at UALR Law School, (Pulaski County) Daily Record, p. 1 (Mar. 19, 1999). (Adapted as *Dependency-Neglect Mediation*, Arkansas Conflict Resolution Association Newsletter, p. 2 (Spring 1999).)

[Lawyers' Routine Participation Directs Shape of 'Liti-Mediation,'](#) 16 Alternatives to the High Cost of Litigation 53 (1998).

[A Call for Respect and Collaboration by Proponents of Rival Mediation Philosophies](#), 16 Alternatives to the High Costs of Litigation 1 (1998) (reprinted in 10 Wisconsin Association of Mediators Newsletter, Issue 4, p. 5 (1998)).

Procedures for Handling Complaints of Student and Faculty Misconduct: A Report for the Shepard Broad Law Center at Nova Southeastern University (1997) (with William C. Warters).

[Relationships Drive Support for Mediation](#), 15 Alternatives to the High Costs of Litigation 95 (1997).

Study Finds Strong Support for Mediation in Florida, 11 Resolution Report 4 (July 1996).

Society Needs to Shift its View of How Disputes Are Resolved, (Ft. Lauderdale) Sun-Sentinel, p. 11A, (July 5, 1996).

Teen Assessment Project Five-Year Impact Report: 1989-1994, Univ. of Wisconsin-Extension, Madison, WI (1994).

Dispute Resolution Procedures in the United States District Court for the Western District of Wisconsin and Providers of Dispute Resolution Services, U.S. District Court, Madison, WI (1992).

Court-Mandated Mediation in Rock County, Wisconsin, report prepared for the State Bar of Wisconsin and the Rock County Bar Association (1991) (with Edward Nelson) (received Award of Achievement from State Bar of Wisconsin Local Bar Grant Competition Committee.)

Mediation: A Good Way to Resolve and Prevent Disputes in Child Care Center Legal Handbook. Child Care Law Center, San Francisco, CA (1986).

PROFESSIONAL SERVICE ACTIVITIES

2018 - present	Member, Publications Board, ABA Section of DR
2018 - 2020	Member, Editorial Board, Rowman & Littlefield Practitioner's Series
2017 - 2019	Co-Director, Stone Soup Dispute Resolution Knowledge Project , Univ. of Missouri Center for the Study of DR
2009 - present	Member, Council, International Institute of Conflict Resolution and Prevention
2003 - present	Manager, Dispute Resolution Resources in Legal Education (and predecessor Assn of Amer. Law Schools) website
2010 - 2014	Coordinator, Legal Education, ADR, and Problem Solving Task Force , ABA Section of DR
2011 - 2013	Chair, Task Force on Planned Early Dispute Resolution , ABA Section of DR
2011 - 2012	Chair, Mediation Guide Task Force, ABA Section of DR
2004 - 2010	Member, Council, ABA Section of DR
2008 - 2010	Member, Law Firm Award Comm., International Institute of Conflict Resolution and Prevention
2007 - 2009	Official Observer, NCCUSL Uniform Collaborative Law Act Drafting Comm.
2006 - 2008	Member, Task Force on Improving Mediation Quality , ABA Section of DR
2003 - 2005	Chair-elect and Chair, ADR Section, Assn of Amer. Law Schools
2003 - 2005	Member, Editorial Board, Justice System Journal
2003 - 2004	Co-Chair, Program Committee, ABA Annual Section of DR Conference
2003	Member, Legal Educators' Colloquium Planning Comm., ABA Section of DR
2002 - 2003	Member, Court ADR Conference Planning Comm., ABA Section of DR
1997 - 1999	Member, Program Committee, Society of Professionals in Dispute Resolution

PRESENTATIONS

Speaker, "Book Launch of Anna Howard's book, *EU Cross-Border Commercial Mediation: Listening to Disputants – Changing the Frame; Framing the Changes*," Core Solutions, Edinburgh, UK, Zoom, 2021

"Topics in Litigation, Dispute Resolution & Administration of Justice," Intercultural Dispute Resolution course, Peter A. Allard Faculty of Law, University of British Columbia (Canada), Zoom, 2021.

"Resolution of Legal Disputes," LL.M. Program, Universidad Monteavila, Caracas, Venezuela, Zoom, 2021.

"How to Help Your Clients Make Good Decisions Using Litigation Interest and Risk Assessment (LIRA) Techniques," State Bar of Michigan ADR Section, Zoom, 2021.

Lead presenter, "Consequences of Not Participating in Court-Ordered Mediation - What is Fair?," CPR Mediation Committee, Zoom, 2021.

"The Early Dispute Resolution Movement," ABA Section of Dispute Resolution Early Dispute Resolution Committee, Zoom, 2021.

“Help Clients by Combining ‘Facilitative’ and ‘Evaluative’ Mediation,” ABA Section of Dispute Resolution webinar, Zoom, 2021.

“How Can You Help Clients Appreciate the Benefits of Mediation?,” University of Bialystok, Poland, Zoom, 2021.

“Why Clients Hate Lawyers: How Can You Get Clients to Like You, Get Good Results, and Make Money?,” University of Bialystok, Poland, Zoom, 2021.

“Getting the Best Negotiation Results,” Creighton Law Review Symposium, ADR in the Business Setting, Zoom, 2021

“Working with Clients, Assessing BATNA Values, and Developing Bottom Lines,” University of Houston School of Law negotiation course guest speaker, Zoom, 2021.

“Litigation Interest and Risk Assessment in Medical Malpractice Cases,” HB Conference, Zoom, 2021.

“[They Should Call It Negotiation School, Not Law School](#),” video recording, 2020.

“[Helping Clients Using LIRA Techniques](#),” video recording, 2020.

“[Helping Disputing Parties Make Decisions About What’s Really Important](#),” Association for Conflict Resolution of Greater New York and CUNY Dispute Resolution Center at John Jay College, Zoom, 2020.

“They Should Call it Negotiation School, Not Law School,” University of Oregon School of Law Civil Procedure Course, Zoom, 2020.

“Mediation: Knowing When to Hold ‘em (Trial) vs Fold ‘em (Settle).” Riverside County (California) Bar Association, Zoom, 2020.

“Getting Better Results for Clients in Negotiation,” Keynote address, Fox Valley (Wisconsin) Technical College CLE Seminar, Zoom, 2020.

“Managing Challenges Dealing with Clients and Counterpart Lawyers,” Fox Valley (Wisconsin) Technical College CLE Seminar, Zoom, 2020.

“[They Should Call it Negotiation School, Not Law School](#),” Straus Institute for Dispute Resolution at Pepperdine Caruso School of Law, Zoom, 2020.

“[How to Combine ‘Positional’ and ‘Interest-Based’ Negotiation and ‘Facilitative’ and ‘Evaluative’ Mediation](#),” University of California-Hastings Center for Negotiation and Dispute Resolution, Zoom, 2020.

Guest speaker, Osgoode Hall School of Law, Canada, Introduction to Dispute Resolution course, Zoom, 2020.

- “What You Should Know About Negotiation,” University of Missouri School of Law, Lawyering course, Zoom, 2020.
- “Helping Legal Clients Using LIRA Techniques,” South Texas College of Law Houston Trends in Litigation and ADR course, Zoom, 2020.
- Guest speaker, Texas A&M School of Law, Litigation Clinic course, Zoom, 2020.
- “They Should Call it Negotiation School, Not Law School,” University of Tennessee College of Law, Alternative Dispute Resolution course, Zoom, 2020.
- “They Should Call it Negotiation School, Not Law School,” King Hall Negotiation Team, University of California-Davis School of Law, Zoom, 2020.
- “Helping Clients Using LIRA Techniques,” University of Manitoba Faculty of Law, Canada, Topics in Dispute Resolution Course, Zoom, 2020.
- “[Helping Legal Clients Using LIRA Techniques](#),” Brazilian Alternative Methods of Conflict Resolution Study Group, video recording, 2020.
- “[Litigation Interest and Risk Assessment](#),” Study Group on Mediation and Negotiation at the Pontifical Catholic University of Paraná, Brazil, video recording, 2020.
- “Helping Clients Make Litigation Decisions,” Legislations International Centre, India, Zoom, 2020.
- “[Interview with Jeff Trueman About Positional Negotiation in Tort Cases](#),” video recording, 2020.
- “[Litigation Interest and Risk Assessment](#),” U.S. District Court for Southern District of New York Mediator Book Club, Zoom, 2020.
- “[Working with Clients, Assessing BATNA Values, and Developing Bottom Lines](#),” University of Houston School of Law negotiation course guest speaker, Zoom, 2020.
- “[Assessment in Dispute System Design and Legal Practice](#),” video recording for University of Missouri School of Law Dispute System Design course, 2020.
- “[Mediating with LIRA](#),” Mediate.com University, video recording, 2020.
- “[Negotiation in the Shadow of Arbitration](#),” Arbitration Conversations with Amy Schmitz, video recording, 2000.
- “[Litigation Interest and Risk Assessment](#),” St. Johns University School of Law, video recording, 2000.
- “Teaching Mediation with LIRA,” Clinical New Normal Think Tank, Zoom, 2020.
- “Mediating with LIRA,” Association of Missouri Mediators, Zoom, 2020.

[“Wednesday Lunch Series: Conversation With John Lande,”](#) New York Law School, Zoom, 2020.

[“How to Help Your Clients Make Good Decisions Using Litigation Interest and Risk Assessment Techniques,”](#) ABA Section of Dispute Resolution Annual Conference, Zoom, 2020.

“Increasing and Improving Settlement Conferences,” National Labor Relations Board, Zoom, 2020.

“Risky Business: A Toolbox for Managing Litigation Interests and Risks,” International Institute for Conflict Prevention and Resolution Annual Meeting, St. Petersburg, FL, 2020.

McKertcher Lecture: “The Law Can Be Hazardous to Your Clients’ Health – And Yours Too,” University of Saskatchewan College of Law, Saskatoon, Canada, 2019.

“Engaging the Real World – Classroom Teaching and Scholarship” (plenary), Appreciating our Legacy and Engaging the Future: An International Conference for Dispute Resolution Teachers, Scholars, and Leaders, Pepperdine Straus Institute for Dispute Resolution, Pepperdine Law School, Malibu, CA, 2019.

“Research and Scholarship With a Real World Focus: Studying What Practitioners Actually Do,” Appreciating our Legacy and Engaging the Future: An International Conference for Dispute Resolution Teachers, Scholars, and Leaders, Pepperdine Straus Institute for Dispute Resolution, Pepperdine Law School, Malibu, CA, 2019.

“Making Negotiation Theory More Helpful for Practitioners,” Southeastern Conference on Conflict Management, Lipscomb University College of Leadership and Public Service and the Institute for Conflict Management, Nashville, TN, 2019.

“How You Can Help Clients Assess Their Interests and Risks,” Quinnipiac-Yale Dispute Resolution Workshop, Quinnipiac University School of Law, Hamden, CT, 2018.

“How Practitioners Can Help Clients Make Smart Litigation Decisions,” University of Missouri School of Law, Columbia, MO, 2018.”

“Lessons From the Stone Soup Project and Ideas for the Future,” ABA Section of Dispute Resolution Annual Conference, Washington DC, 2018.

“Lawyering with Planned Early Negotiation” and “Are You Missing Opportunities? Mediators as Early Case Managers.” Texas Bar Association, Austin, TX, 2018.

Advanced Mediation Trainings, US District Court District of New Hampshire and New Hampshire Judicial Branch, Concord, NH, 2017.

“Making Tastier Stone Soup.” Association of American Law Schools Alternative Dispute Resolution Section Annual Works-in-Progress Conference, Phoenix, AZ. 2017.

- “Discussions in Dispute Resolution - Dispute Resolution Policy.” Southeastern Association of Law Schools Annual Conference, Boca Raton, FL, 2017.
- “Teaching Mediation To Law Students, Part 2: Assessment.” ABA Section of Dispute Resolution Annual Conference, San Francisco, CA, 2017.
- “Making Negotiation Theory More Helpful for Practitioners.” ABA Section of Dispute Resolution Annual Conference, San Francisco, CA, 2017.
- “Moving Negotiation Theory from the Tower of Babel Toward a World of Mutual Understanding.” University of Missouri School of Law Center for the Study of Dispute Resolution Annual Symposium, Columbia, MO, 2016.
- “Recognizing and Overcoming Barriers to Implementation of PEDR Systems.” St. Johns University School of Law Dispute System Design Seminar,” New York, NY (skype), 2016.
- “Escaping from Lawyers’ Prison of Fear.” Iowa Defense Counsel Association, Des Moines, IA, 2016.
- “Preparing Students for the Future of Dispute Resolution: Skating to ‘Where the Puck is Going, Not Where it’s Been.” ABA Section of Dispute Resolution Annual Conference, New York, NY, 2016.
- “Tips for Effective Negotiations and Mediations.” Honors Attorney Program of the U.S. Postal Service, tele-conference, 2016.
- “Why and How Corporations Use PEDR.” University of St. Thomas School of Law, Minneapolis, MN, 2015.
- “Thinking More Accurately about Mediator Styles.” “Doing the Best (Ethical) Mediation You Can.” “Strategies for Handling Possible Bad Faith in Mediation.” University of Florida Levin College of Law Dispute Resolution Institute, Gainesville, FL, 2015.
- “An Opportunity Missed? The Mediator as Case Manager.” National Academy of Distinguished Neutrals, Bi-Annual Advanced Training, Denver, CO, 2015.
- “Understanding Your Clients’ Goals and Getting Good Results in Negotiation.” Missouri State Public Defender Training, Columbia, MO, 2015.
- “Everything You Know About Dispute Resolution is Wrong – Can You Handle the Truth?” ABA Section of Dispute Resolution Annual Conference, Seattle, WA, 2015.
- Keynote speaker, “Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Succeed.” Virginia Bar Association Annual Meeting, Williamsburg, VA, 2015.
- “Framing Your Case for Mediation,” Virginia Bar Association Annual Meeting, Williamsburg, VA, 2015.

- “Using Multi-Stage Simulations to Prepare Law Students for Real-World Practice.” Southeast Association of Law Schools Annual Conference, Amelia Island, FL, 2014.
- “You Are Shaping the Dispute Resolution Field Whether You Know it or Not.” ABA Section of Dispute Resolution Annual Conference, Miami, FL, 2014.
- “Planned Early Dispute Resolution: Can We Make it the New Normal?” ABA Section of Dispute Resolution Annual Conference, Miami, FL, 2014.
- “A Framework for Advancing Negotiation Theory: Implications from a Study of How Lawyers Reach Agreement in Pretrial Litigation.” Haifa University Faculty of Law, Haifa, Israel, 2014.
- “Helping Prepare Law Students for Real-World Practice.” Zefat Academic College Faculty of Law, Zefat, Israel, 2014.
- “What Procedures Will You Use to Help Your Clients?” Civil Procedure Class, Zefat Academic College Faculty of Law, Zefat, Israel, 2014.
- “A Framework for Advancing Negotiation Theory: Implications from a Study of How Lawyers Reach Agreement in Pretrial Litigation.” AALS ADR Section Works-in-Progress Conference, Benjamin Cardozo School of Law, New York, NY, 2013.
- “Getting to Yes Sooner, Cheaper, & Better.” Missouri Attorney General’s Office Annual Conference, Lake of the Ozarks, MO, 2013.
- “Tips From Good Lawyers on How You Can Negotiate Effectively.” Missouri Bar Association Annual Meeting, Columbia, MO, 2013.
- “The Experience of the Legal Education, ADR, and Problem-Solving Project in the United States.” Canadian Association of Law Teachers Annual Conference, Victoria, British Columbia (by skype), 2013.
- “How Neutrals Can Provide Enhanced Case Management Services - And Why Lawyers And Parties Would Want Them.” Columbus (Ohio) Bar Association ADR Committee, webinar, 2013.
- “Making Simulations More Realistic, Effective, and Fun.” ABA Section of Dispute Resolution Legal Educators’ Colloquium, Chicago, IL, 2013.
- “Some Ideas for Preparing Law Students for Real-World Practice.” University of Maryland Francis King Carey School of Law, Baltimore, MD, 2013.
- “Overcoming Barriers to Incorporating More Practical Problem-Solving in Law School Courses.” California Western School of Law, San Diego, CA, 2013.
- “How Informed Consent Improves Collaborative Law.” ABA Section of Dispute Resolution Collaborative Law Committee, Teleconference, 2012.

- Keynote speaker, "Embedding ADR in the Civil Justice System." Law Society of Scotland and Scottish Mediation Network, Edinburgh, Scotland, 2012.
- "Lawyering with Planned Early Negotiation for Scotland." Core Solutions Group, Edinburgh, Scotland, 2012.
- "Integrating Mediation in the Legal Dispute System." Scottish Mediation Network, Edinburgh, Scotland, 2012.
- "Planned Early Dispute Resolution: How People Can Negotiate & Mediate Sooner & Better." Northwest Dispute Resolution Conference, Washington State Bar Association, Seattle, WA, 2012.
- "Best Practices in Incorporating and Teaching Practical Problem-Solving in the Law School Curriculum." ABA Section of Dispute Resolution Annual Conference Legal Educators' Colloquium, Washington DC, 2012.
- "Strategies for Getting Lawyers to Negotiate and Mediate Sooner and Better." ABA Section of Dispute Resolution Annual Conference, Washington DC, 2012.
- "Building Good Working Relationships with 'Opposing Counsel' in Negotiation – Even if the Parties Have Extreme Positions or the Other Lawyer is a Rascal." UCLA Negotiation & Conflict Resolution Colloquium. Los Angeles, CA, 2012.
- "Informed Consent and Managing Expectations." Collaborative Law Conference, Texas Bar CLE, Austin, TX, 2012.
- "Teaching Students to Negotiation Like a Lawyer." Washington University School of Law, St. Louis, MO, 2011.
- "How Planned Early Dispute Resolution Can Benefit Parties, Lawyers, Neutrals, and Courts." Justice Marie L. Garibaldi American Inn of Court for Alternate Dispute Resolution, Basking Ridge, NJ, 2011.
- "Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money." St. John's University School of Law, New York, NY, 2011.
- "Grow Your Practice Intelligently: Why & How You Can Benefit from Lawyering with 'Planned Early Negotiation.'" Teleconference, ABA Section of Dispute Resolution, 2011.
- "The Future of Court ADR: Mediation and Beyond." Association for Family and Conciliation Courts, Marquette University Law School, Resolution Systems Institute, Milwaukee, WI, 2011.
- "How Neutrals Can Provide Enhanced Case Management Services - And Why Lawyers And Parties Would Want Them." Tennessee Association of Construction Counsel and Tennessee Association of Professional Mediators, Nashville, TN, 2011.

- “Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money.” Tennessee Bar Association, Nashville, TN, 2011.
- “Advanced Techniques in Lawyering with Planned Early Negotiation: How You Can Get Good Results for Clients and Make Money.” Tennessee Bar Association, Nashville, TN, 2011.
- “Fitting ADR into Your Law School Curriculum.” Teaching ADR in Law Schools Conference, Pepperdine University School of Law, Malibu, CA, 2011.
- “Hot Topics in ADR Survey Course Pedagogy.” Teaching ADR in Law Schools Conference, Pepperdine University School of Law, Malibu, CA, 2011.
- “How to Incorporate Interest-Based Negotiation into Your Practice.” Dallas Bar Association Collaborative Law Section, videoconference to Dallas, TX, 2011.
- “Connecting Doctrinal and Practical Problem-Solving Instruction to Enhance Legal Education.” Legal Educators’ Colloquium, ABA Section of Dispute Resolution, Denver, CO, 2011.
- “Collaborative Law: Strategies for Informed Consent and Best Practices.” ABA Section of Dispute Resolution, Annual Conference, Denver, CO, 2011.
- “Doing the Best Mediation You Can.” Master Class on Mediation, Alberta Arbitration and Mediation Society, Calgary, Alberta, Canada, 2011.
- “Forecasting the Future: Cutting Edge Issues in ADR.” LaVerne College of Law, Ontario, CA, 2011.
- “Connecting Doctrinal and Practical Problem-Solving Instruction to Enhance Legal Education.” Section of Alternative Dispute Resolution, Association of American Law Schools, San Francisco, CA, 2011.
- Robert Burgess Memorial Lecture, “Lawyering and Mediation: What We Can Learn From the USA?” University of Strathclyde Law School, Glasgow, Scotland, 2010.
- “Doing the Best Mediation You Can.” Scottish Mediation Network, Edinburgh, Scotland, 2010.
- “Planned Early Negotiation: A New Role for Lawyers and Mediators.” ABA Section of Dispute Resolution, Advanced Mediation and Advocacy Skills Institute, Fort Lauderdale, FL, 2010.
- “Using Mediation to Improve Outcomes in Child Protection Cases.” Kansas City Metropolitan Bar Association, Juvenile Law Committee, 2010.
- “The New Wave of Dispute Resolution.” ABA Forum on Franchising, Center for Continuing Legal Education, Section of Dispute Resolution, Teleconference, 2010.
- “Cooperative and Collaborative Legal Practice: What They Are and How Attorneys Can Use Them to Get Better Negotiation Results for Their Clients.” Springfield Metropolitan Bar Association, Springfield, Mo, 2010.

- “The Potential of Collaborative and Cooperative Practice to Promote Integration in Legal and ADR Practice.” Capital University Law School, Columbus, OH, 2010.
- “Cooperative Legal Practice: What it Is and How Attorneys Can Use it to Get Better Negotiation Results for Their Clients?” Michigan State University College of Law, East Lansing, MI, 2010.
- “How Can ADR Help Legal Education?” Michigan State University College of Law, East Lansing, MI, 2010.
- “Law Professors’ Shoptalk Forum: Revisiting Core Concepts.” ABA Section of Dispute Resolution Annual Conference, San Francisco, CA, 2010.
- “Collaborative and Cooperative Processes: Can They Both Thrive in the Same Town? Getting Better Results for Clients Using a Planned Early Negotiation Process.” Cleveland Metropolitan Bar Association Family Law Section, Cleveland, OH, 2009.
- “Cooperative Law: What Is It and Why Use It?” Association of Family & Conciliation Courts, American Academy of Matrimonial Lawyers, Hennepin County Bar Association, William Mitchell College of Law, Minneapolis, MN, 2009.
- “Assisting Clients with Informed Process Choice: Assessment and Ethical Obligations.” International Academy of Collaborative Professionals Annual Networking and Educational Forum, Minneapolis, MN, 2009.
- “Getting Better Results for Clients Using a Planned Early Negotiation Process.” University of Nevada Las Vegas Saltman Center for Conflict Resolution, 2009.
- “Getting Better Results for Clients Using a Planned Early Negotiation Process.” University of Missouri Law School, Columbia, MO, 2009.
- “Getting Better Results for Clients Using a Planned Early Negotiation Process.” Missouri Bar Association Government Lawyers Section, Jefferson City, MO, 2009.
- “Cooperative Law and Process.” King County Bar Association and Seattle University School of Law, Seattle, WA, 2009.
- “Current State of Collaborative Law.” Symposium: Collaborative Law: Opportunities, Challenges and Questions for the Future, Hofstra University School of Law, Hempstead, NY, 2009.
- Frank Sander Lecturer, “Innovative Lawyering and Problem Solving: Competence, Professionalism, and Increasing Market Share.” ABA Section of Dispute Resolution Annual Conference, New York, NY, 2009.
- “Cooperative and Collaborative Law.” University of Oregon School, 2009.
- “ADR in Child Welfare and Contested Custody Cases.” University of Oregon School, 2009.

“Emerging Trends in Cooperative Law Practice.” Willamette University College of Law, Center for Dispute Resolution, Salem, OR, 2009.

Keynote speaker, “Fitting the Forum to the Fuss: Helping Parties Choose Mediation, Collaborative Practice or Cooperative Practice.” Virginia Mediation Network Spring Conference, Richmond, VA, 2009.

“Cooperative Law: A New Technique to Negotiate Cases Successfully.” Appalachian School of Law, Grundy, VA, 2009.

“Cooperative Law: A New Technique to Negotiate Cases Successfully.” ADR Section, Minnesota State Bar Association, American Academy of Matrimonial Lawyers, Minnesota Chapter, Association of Family and Conciliation Courts, Minnesota Chapter, Hamline University School of Law, William Mitchell College of Law, Center for Negotiation and Justice, Minneapolis, MN, 2009.

“Cooperative Law: A New Technique to Negotiate Cases More Successfully.” New York Dispute Resolution Association, 2009.

“How Lawyers, Parties and Mediators Can Benefit From Cooperative Negotiation Techniques.” Wisconsin Association of Mediators and University of Wisconsin-Madison Office of Human Resource Development Emerging Issues in Dispute Resolution Annual Conference, Madison, WI, 2009.

“Collaborative and Cooperative Law in a Nutshell.” ABA Section of Dispute Resolution Annual Conference, New York, NY, 2009.

“Lessons from the Three Stooges: Exploring the Risks of Groupthink in Interdisciplinary and Collaborative Practice.” ABA Section of Dispute Resolution Annual Conference, New York, NY, 2009.

“Collaborative Practice and Mediation.” Virginia Mediation Network Spring Conference, Richmond, VA, 2009.

“The Future of Dispute Resolution in Law Schools: Symposium on The Future of ADR: Incorporating Dispute Resolution Into Society.” Ohio State University Moritz College of Law, Columbus, OH, 2009.

“Envisioning Dispute Resolution in 2050 (Or Even 2025) and Preparing Our Students for It.” Alternative Dispute Resolution Section, Association of American Law Schools, Annual Meeting, San Diego, CA, 2009.

“Innovative Dispute Resolution Processes.” International Mediation Leadership Summit sponsored by the ABA Section of Dispute Resolution and twelve European ADR organizations, the Hague, Netherlands, 2008.

“Ethical Issues in Collaborative Law.” Missouri Bar Association teleconference, 2008.

- “The New Lawyer: Advanced Legal Practice in the 21st Century.” Association of Family and Conciliation Courts, Annual Conference, Vancouver, British Columbia, Canada, 2008.
- “Collaborative Law.” Connecticut Bar Foundation, Quinnipiac University School of Law, John A. Speziale Sixth Alternative Dispute Resolution Symposium, Hamden, CT, 2008.
- “Improving Mediation Quality.” Missouri Bar Association ADR Committee, Jefferson City, MO, 2008.
- “How Lawyers Can Increase Use of Interest-Based Negotiation Through Cooperative Legal Practice.” ABA Section of Dispute Resolution Annual Conference, Seattle, WA, 2008.
- “What are the Second Generation Problems of Dispute System Design?” The Second Generation of Dispute System Design: Reoccurring Problems and Potential Solutions Symposium, Ohio State University College of Law, Columbus, OH, 2008.
- “Adding Cooperative Practice to Your Dispute Resolution Toolbox.” Tele-Conference CLE, Joint Committee of the Elder Law, Trusts and Estates, and ADR Sections, Colorado Bar Association, Tele-Conference CLE, 2008.
- “Adding Cooperative Practice to Your Dispute Resolution Toolbox.” McKinley Irvin law firm, Seattle, WA, 2008.
- “How Can You Do the Best Mediation You Can?” Office of Dispute Resolution, Colorado Council of Mediators, and ADR Section, Colorado Bar Association, Tele-Conference CLE, 2008.
- “Improving the Quality of Mediation.” Mediation Class, Harvard Law School, Cambridge, MA, 2008.
- “How to Increase Use of Interest-Based Negotiation Through Cooperative Legal Practice.” Harvard Program on Negotiation, Dispute Resolution Forum, Cambridge, MA, 2008.
- “Cooperative Legal Practice.” ADR class, Harvard Law School, Cambridge, MA, 2008.
- “Empirical Study of Cooperative Lawyers in Wisconsin.” Divorce Cooperation Institute Annual Seminar, Kohler, WI, 2007.
- “Improving Mediation Quality.” Association of Missouri Mediators Annual Meeting, Columbia, MO, 2007.
- “How to Increase Use of Interest-Based Negotiation Through Cooperative Legal Practice.” Keynote speaker, Fourteenth Annual ADR Institute and Neutrals’ Conference sponsored by Institute of Continuing Legal Education in Georgia, Atlanta, GA, 2007.
- “Practical Insights From an Empirical Study of Cooperative Lawyers in Wisconsin.” Presenter, Symposium: Innovative Models of Lawyering: Collaborative Law and Other Models, University of Missouri-Columbia School of Law, Columbia, MO, 2007.

- “Collaborative Law: What It Is and How It Can Benefit Your Clients.” Panelist, Continuing Legal Education Program, Missouri Bar Association ADR Committee, Columbia, MO, 2007.
- “How to Improve the Quality of Your Mediation.” Speaker, Annual Conference, Association of Missouri Mediators, Columbia, MO, 2007.
- “Research Findings of the Task Force on Improving Mediation Quality.” Presenter, Summit on the Future of Court ADR, ABA Section of Dispute Resolution, Washington, DC, 2007.
- “A Cry for Help by Mediation Program Administrators: Grappling with Problems When Developing Quality Mediation Programs.” Panelist, ABA Section of Dispute Resolution, National Court ADR Conference, Washington DC, 2007.
- “You Want WHAT?: Changing Expectations in the Commercial Market for Mediators.” Panelist, ABA Section of Dispute Resolution, Annual Conference, Washington DC, 2007.
- “Principles for Policymaking about Collaborative Law and ADR Generally.” Presenter, Quinnipiac – Yale Dispute Resolution Workshop, Hamden, CT, 2007.
- Keynote speaker, “How to Improve the Quality of Mediation” and “Principles for Policymaking about Collaborative Law and ADR Generally.” Nova Southeastern University School of Humanities and Social Sciences, Fort Lauderdale, FL, 2007.
- “Getting and Using Mid-Semester Feedback.” University of Columbia-Missouri Law School, 2007.
- “Principles for Policymaking about Collaborative Law and Other ADR Processes.” University of Kansas Law School, Lawrence, KS, 2006.
- “Principles for Policymaking about Collaborative Law and Other ADR Processes.” University of Columbia-Missouri Law School, 2006.
- “Managing Emotions.” University of Columbia-Missouri Human Relations Department, 2006.
- “Representing Clients in ADR Processes: Perspectives from Counsel.” ABA Annual Meeting, Honolulu, Hawaii, 2006.
- “Defining the Courts’ Roles and Deciding the Appropriate Number of Trials, Settlement Signals, and Other Elements Needed to Administer Justice.” ABA Section of Dispute Resolution, National Court ADR Conference, Atlanta, GA, 2006.
- “How Mediator Styles and Written Standards of Conduct Create Chaos for the Practicing Mediator.” ABA Section of Dispute Resolution, Annual Conference, Atlanta, GA, 2006.
- “Mushrooming Courts and the Allegedly Vanishing Trial.” Eighth Circuit Conference, Colorado Springs, CO, 2005.

- “The Promise and Perils of Collaborative Law.” Association of Missouri Mediators, Columbia, MO, 2005.
- “Course Evaluations: Why, When, Who, and How.” University of Missouri Annual Teaching Renewal Conference, Columbia, MO, 2005.
- “Defining Coercion in Mediation: Can We Do Better Than ‘I Know it When I See It’?” ABA Section of Dispute Resolution, Annual Conference, Los Angeles, CA, 2005.
- “The Vanishing Trial – Or Is It?” ABA Section of Dispute Resolution, Annual Conference, Los Angeles, CA, 2005.
- “Skills Training for the Lawyer: Teaching How to Use ADR in Litigation of Family Business Disputes.” AALS Annual Meeting, Joint Program of ADR and Litigation Sections, San Francisco, 2005.
- “Shifting the Focus From Arguably Vanishing Trials to Complex Conflict Management Systems, or I Learned Almost Everything I Need to Know About Conflict Resolution From Marc Galanter.” Symposium: Trials on Trial: Are Trials Vanishing and Why?, Benjamin N. Cardozo School of Law, New York, NY, 2004.
- “Should Collaborative Law Groups Offer Cooperative Law Too?” Touro Law Center Faculty Colloquium, Huntington, NY, 2004.
- “Collaborative Law.” Boone County Bar Association, Columbia, MO, 2004.
- “Fitting the Forum to the Family Fuss: Choosing Mediation, Collaborative Law, or Cooperative Law for Negotiating Divorce Cases.” Missouri Chapter, Association of Family and Conciliation Courts, Kansas City, MO, 2004.
- “Delivering Quality Mediation: What's Ethics Got to Do With It?” Annual Conference of the ABA Section of Dispute Resolution, New York, NY, 2004.
- “Caught in A Round-About: What Direction Should We Go From Here to Foster Good Faith Participation in Mediation by Mediators and Mediation Advocates?” ABA Section of Dispute Resolution, Annual Conference, New York, NY, 2004.
- “Delivering Quality Mediation: What's Ethics Got to Do With It?” Association of Conflict Resolution, Annual Conference, Orlando, FL, 2003.
- “Dealing with ‘Bad Faith’ Tactics in Mediation.” ADR Program, U.S. District Court for the Northern District of California, San Francisco, CA, 2003.
- “Court-Ordered ADR: Consequences and Remedies (including Sanctions) for Failure to Mediate in Good Faith.” ABA Section of Dispute Resolution, Annual Conference, San Antonio, TX, 2003.

- “The Lawyer as Problem Solver: Teaching Ethical Advocacy - How Educators Use Exercises and Theory to Promote Ethical Advocacy.” ABA Section of Dispute Resolution, Annual Conference, San Antonio, TX, 2003.
- “Validity and Effect of Collaborative Lawyer Disqualification Agreements, Collaborative Law and Collaborative Lawyering.” Collaborative Law and Collaborative Lawyering Conference at Osgoode Hall Law School, Toronto, Canada, 2002.
- “Designing Court-Connected Mediation Programs to Promote Good Faith Participation, Wisconsin Association of Mediators.” University of Wisconsin-Madison Division of Continuing Studies and Wisconsin Association of Mediators Conference, Madison, WI, 2002.
- “Methodologies for Dispute Resolution Research: Choices and Challenges.” Collaborating on Research Priorities in Dispute Resolution: A Theory/Practice Workshop, Osgoode Hall Law School, Toronto, Canada, 2002.
- “How Will Lawyering and Mediation Practices Transform Each Other?” LL.M. Class, Osgoode Hall Law School, Toronto, Canada, 2002.
- Keynote speaker, “Developing a Strong Dispute Resolution Culture to Institutionalize Dispute Resolution in Missouri and Around the World.” Missouri Bar Association ADR Committee Conference, Lake Ozark, MO, 2002.
- “How to Evaluate Cases for Mediation: Controlling Your Time and Money.” Annual Conference of the Missouri Department of Labor and Industrial Relations Division of Workers Compensation, Osage Beach, MO, 2002.
- “The Challenge of Walking the Talk of Self-Determination in Court-Annexed Mediation.” Society of Professionals in Dispute Resolution and Conflict Resolution Education Network Annual Conference, Albuquerque, NM, 2000.
- “Appraising Evaluative Mediation.” University of Wisconsin-Madison Division of Continuing Studies and Wisconsin Association of Mediators Conference, Madison, WI, 2000.
- “Mediation is Manipulation and Persuasion: A Debate From the Consumer’s Perspective.” University of Wisconsin-Madison Division of Continuing Studies and Wisconsin Association of Mediators Conference, Madison, WI, 2000.
- “Screening for Domestic Abuse in Divorce Mediation Cases.” Advanced Mediation Course, Murdoch University School of Law, Perth, Western Australia, 2000 (online lecture).
- “Self-Determination in Court-Annexed Mediation: What Does It Mean? Can it Be Protected?” Section of Dispute Resolution Conference, San Francisco, CA, 2000.
- “Training Students As Mediators in a Clinical Setting.” ABA Section of Dispute Resolution Conference, San Francisco, CA, 2000.

- “How Will Lawyering and Mediation Practices Transform Each Other?” Indiana University-Bloomington Law School, Bloomington, IN, 2000.
- “What Is Child Protection Mediation?” Indiana University-Bloomington School of Public and Environmental Affairs, Bloomington, IN, 2000.
- “Mediation in Child Protection Cases.” Eighth Annual Wisconsin Association of Mediators Conference on Emerging Issues in Mediation, Madison, WI, 1999.
- “Everything You Always Wanted to Know About Lawyers, Negotiation and Mediation ... But Were Afraid to Ask.” Annual Wisconsin Association of Mediators Conference on Emerging Issues in Mediation, Madison, WI, 1999.
- “Evaluating Mediation From All Sides of the Table.” Annual Wisconsin Association of Mediators Conference on Emerging Issues in Mediation, Madison, WI, 1999.
- “Arbitration: What is it and Where is it Going?” Arkansas Bar Association Alternative Dispute Resolution Seminar, Little Rock, AR, 1999. (Selected for encore presentation in “Best of CLE in 1999” Program.)
- “Darwin and the Institutionalization of Mediation -- Adapting the Process So That it Survives and Thrives in New Environments.” Society of Professionals in Dispute Resolution, Annual Conference, Baltimore, MD, 1999.
- “Developing a Program: Nuts and Bolts From Those Who Have Done It.” Pre-conference institute, Second International Child Protection and Dependency Mediation Colloquium, Association of Family and Conciliation Courts, Columbus, OH, 1999.
- “Confidentiality in Child Protection and Dependency Mediation.” Second International Child Protection and Dependency Mediation Colloquium, Association of Family and Conciliation Courts, Columbus, OH, 1999.
- “Mediation.” Second Annual Children and the Law Conference, Arkansas Supreme Court - Court Improvement Program, Department of Human Services Office of Chief Counsel and Center for Arkansas Legal Services, Little Rock, AR, 1999.
- “Showcase of Child Protection and Dependency Mediation Programs.” First International Child Protection and Dependency Mediation Colloquium, Association of Family and Conciliation Courts, Irvine, CA, 1999.
- “Ethical Challenges for Mediators.” First International Child Protection and Dependency Mediation Colloquium, Association of Family and Conciliation Courts, Irvine, CA, 1999.
- “Child Protection Mediation.” Grantees’ Meeting for Adoption Opportunities, Child Welfare Training and Kinship Care Grantees, U.S. Department of Health and Human Services, Washington, DC, 1999.

- “Real World Problems of Access and Quality in Court-Connected Mediation.” Society of Professionals in Dispute Resolution, Annual Conference, Portland, OR, 1998.
- “Bringing Out the Best (and Managing the Worst of) Lawyers During the Mediation Process.” Society of Professionals in Dispute Resolution, Annual Conference, Portland, OR, 1998.
- “Using Mediation to Resolve Disputes in Parenting Agreements.” Arkansas Trial Lawyers Association Domestic Relations Law Seminar, Little Rock, AR, 1998.
- “Effective Advocacy in Mediation” and “Mediation in Speciality Areas.” Arkansas Association of Women Lawyers Seminar on Mediation in Arkansas--Present and Future, Little Rock, AR, 1998.
- “What Foster Parents Need to Know About Mediation.” Foster Parents Association Meeting, Little Rock, AR, 1998.
- “How Mediation Can Help DHS Workers Do Your Jobs.” Department of Human Services Area VI Staff Meeting, Little Rock, AR, 1998.
- “What Professionals Need to Know About Dependency-Neglect Mediation.” UALR Law School Seminar, Little Rock, AR, 1998.
- “The Mediation Triangle: Lawyers, Principals, and Mediators.” Association of Broward County (Florida) Mediators Meeting, Ft. Lauderdale, FL, 1998.
- “Bringing out the Best in Lawyers During the Mediation Process.” Society of Professionals in Dispute Resolution Annual Meeting, Orlando, FL, 1997. (Silver Anniversary feature presentation).
- “Teaching and Training: Challenges in Providing 21st Century Dispute Resolution Professionals with Appropriate Skills.” Society of Professionals in Dispute Resolution Annual Meeting, Orlando, FL, 1997.
- “How Will Lawyering and Mediation Practices Transform Each Other?” Law & Society Association Annual Meeting, St. Louis, MO, 1997.
- “Learning Your Mediation Style” and “Hot Spots: Interactive Exercises for Advanced Mediation Techniques.” Florida Academy of Professional Mediators Annual Meeting, Orlando, FL, 1997.
- “The Future of ADR.” Plenary, Florida Dispute Resolution Center Annual Conference, Orlando, FL, 1996.
- “Handling Challenges to Neutrality.” and “Separating Interests and Positions.” Broward County Community College Mediation Training Program, Davie, FL, 1996.
- “Sources of Mediation Culture.” Program on Negotiation at Harvard Law School Faculty Seminar, Cambridge, MA, 1995.

- “Complaints, Conflict and Cooperation: Who Participates and How Does it Matter?” Law and Society Association Annual Meeting, Toronto, Canada, 1995.
- “Diffusion of a Process Pluralist Ideology of Disputing.” Law and Society Association Annual Meeting, Toronto, Canada, 1995.
- “Multiple Realities in Conflict.” Florida Academy of Professional Mediators Annual Meeting, Ft. Lauderdale, FL, 1995.
- “Handling of Employment Discrimination Complaints.” Broward County School System Equal Employment Opportunity Staff Training, Ft. Lauderdale, FL, 1995.
- “Career Opportunities in Dispute Resolution.” Phi Alpha Delta Fraternity, Ft. Lauderdale, FL, 1995.
- “Advantages and Disadvantages of ADR.” Dane County Public Affairs Council, Madison, WI, 1994.
- “Employers’ Internal Resolution of Employment Discrimination Complaints.” Joint meetings of Law and Society Association and Research Committee on Sociology of Law of International Sociological Association, Amsterdam, The Netherlands, 1991.
- “The Mediation Movement: What We Know and What We Need to Know.” Midwest Sociological Society, Annual Meeting, Chicago, IL, 1990.
- “Mediation: Whose Territory Is It?” Academy of Family Mediators, Annual Meeting, San Rafael, CA, 1985.

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