Visitors to this site:

- This site contains only ADR teaching materials. All are videos except as otherwise noted.
- The materials appear in 9 sections which correspond to headings on the webpage.
- Except where noted, all materials are downloadable at no charge for nonprofit teaching.
- Roleplay instructions are available for most cases.

NEGOTIATION

- Negotiating an Employment Discrimination Claim: Jones v. Cutting Edge Software
- Negotiating a Property Sale to Settle a Land Use Dispute: Settle for More or Less
- Negotiating an Employment Contract: Executive Seminar
  - Monetary terms
  - Alternative terms
- A Difficult Business Negotiation
- Negotiating an Artistic Contract: Sally Soprano
  - Litigators
  - Transactional Lawyers
- Dealing with a Reneger: Orlen v. Bryson

MEDIATION (full videos)

- Mediating a Consumer Dispute
- A Divorce Mediation

STYLES OF MEDIATION (brief excerpts)

- An Age Discrimination Claim
- A Personal Injury Claim
• An International Business Dispute
• An Artistic/Copyright Dispute
• A Divorce Case
• A Cross-Cultural Business Dispute: Meeting with the Plaintiff
• A Cross-Cultural Business Dispute: Meeting with the Defendant

MEDIATION ADVOCACY
• Representing Clients in Mediation (Ebook)
• Representing Clients in Mediation: Waltham Construction v. Foster Fuels
• How to Borrow a Mediator’s Powers: Culture Bubble v. FAF
• Representing Clients in Government Mediation: Tillem v. United States
• Mediation Madness

ROLEPLAY INSTRUCTIONS
• Negotiation
  o Executive Seminar
  o Jones v. Cutting Edge Software (can be used as a mediation)
  o Sally Soprano
  o Settle for More or Less
  o Orlen v. Bryson
• Mediation and Mediation Advocacy (each can be used as a negotiation)
  o Mumbai Partners v. MedPro, Inc.
  o Waltham Construction v. Foster Fuels (simplified)
  o Tillem v. United States
• Client Counseling
  o Dale Doran
  o Hapless Harvest
  o Upscale Accusations
  o Nystrom/Cubit (can be used as a negotiation)

CLIENT COUNSELING
• Counseling a Client About Options: Dale Doran
• Counseling a Client Who Wants to Lie: Nystrom/Cubit
• Counseling a Client about Settlement
  o A Slip-And-Fall Case: Hapless Harvest
  o An Employment Discrimination Suit: Upscale Accusations

MIXED PROCESSES
• Hybrid Processes (excerpts)
  o Mini-trial (CPR Institute)
• Summary Jury Trial (National Institute of Dispute Resolution)
  • Advisory Med-Arb: Court-related (Minneapolis)
  • Advisory Arbitration: Court-related (Pittsburgh)
• Along the Borderline: Issues in Med/Arb and Arb/Med
  • Mediator Considers Arbitration
  • Arbitrators Consider Mediation

INTERNATIONAL MATERIALS
• Ebook: *Representing Clients in Mediation*, available in English, German, Spanish, Italian, Bulgarian, Latvian, Slovak and Greek
• Video: *Mumbai Partners v. MedPro*
  • Vietnamese: full video, subtitled
  • Russian: excerpts, dubbed
  • Mandarin: excerpts, subtitled
  • Italian: excerpts, dubbed

MODEL ADR CLASSES
• James Alfini South Texas College of Law
  Lying and Truthfulness in Negotiation and Mediation
• Sarah R. Cole Ohio State University
  Fairness/Unconscionability in Arbitration
• Douglas Frenkel University of Pennsylvania
  Teaching Barriers to Negotiation Through In-Class Games
• Russell Korobkin University of California at Los Angeles
  Roleplay: The Carpool Negotiation
• Russell Korobkin University of California at Los Angeles
  Creating and Evaluating Options
• Dwight Golann Suffolk University
  Roleplay: Debriefing of Win As Much As You Can
• Dwight Golann Suffolk University
  Roleplay: Preparation/Debriefing/Video Analysis of Sally Soprano
• Art Hinshaw Arizona State University
  Power Issues in Mediation
• Kimberly Kovach Confidentiality in Mediation
• John Lande University of Missouri
  Lying and Dishonesty in Negotiation
• Michael Moffitt University of Oregon
  Roleplay: Stress-Testing and Evaluating a Negotiated Outcome
• Jacqueline Nolan-Haley Fordham University
  Ethical and Legal Issues in Mediation
• Leonard Riskin       University of Florida
  Presenting the Riskin Grid
• Peter Robinson       Pepperdine University
  Ethics in Mediation with Pro Se Litigants
• Nancy Rogers         Ohio State University
  Dispute System Design: Beyond Settlement or Adjudication
• Andrea Schneider     Marquette University
  Teaching Conflict Styles Through the DYNAD
• Joshua Stulberg      Ohio State University
  Creating Value in Bargaining
• Ellen Waldman        Thomas Jefferson Law School
  Small Claims Mediation: Techniques for Closing the Gap
• Nancy Welsh          Penn State University/ Dickinson
  Roleplay: Introduction to Negotiation