

THE WEST VIRGINIA STATE BAR

Negotiation Skills for Advocates and Mediators – An Interactive Process **An Advanced Mediation Training**

Bridgeport Conference Center
July 11, 2018

- 8:30-8:45 Registration, Welcome and Introduction
- 8:45-9:30 *Examining Your Negotiation Approach*
René Stemple Trehy, Esq.
Beason & Ellis Conflict Resolution, LLC
Durham, NC
- 9:30-10:30 *Progressive Mediation - Scenario*
René Stemple Trehy, Esq.
- 10:30-10:45 Break
- 10:45-11:45 *Progressive Mediation - Scenario*
René Stemple Trehy, Esq.
- 11:45-12:45 Lunch
On Your Own
- 12:45-1:45 *Navigating Emotions in Mediation*
Robert A. Creo, Esq.
Impartial Dispute Resolution Services
Pittsburgh, PA
- 1:45-2:00 Break
- 2:00-3:30 *Complex Mediation Case Scenario - Discussion Groups*
René Stemple Trehy, Esq.
Robert A. Creo, Esq.
- 3:30-4:15 *Common Mediation Advocacy Errors*
René Stemple Trehy, Esq.
Robert A. Creo, Esq.
- 4:15-4:30 Questions and wrap-up