MEDIATION, FALL, 2016
PROFESSOR JOHN PAUL JONES
READING CHART

WEEK	TOPIC	**Reading and DVD Assignments** **(All chapter-by-chapter tracks assigned unless otherwise noted).**
Week One August 9,11	Introduction to Course; Introduction to Disputing.	F&S, Chapter 1.
Week Two August 16, 18	Basics of Negotiation; Understanding Barriers to Settlement.	F&S, Chapter 2.
Week Three August 23, 25	The Role of the Mediator and Differing Approaches to the Process; Preparing for Mediation: What Kinds of Cases Should be Mediated, and by Whom?	F&S, Chapter 3, plus Chapter 4, pp.91-100. Watch Cheryl Cutrona and Craig Lord ("Play All") mediate *Wilson.*
Week Four August 30 September 1	Preparing for Mediation, Continued; The Stages of Mediation; The Mediator's Opening Statement; Listening and Note-taking.	F&S, pp. 100-147. Omit Track 6-J.
Week Five Sept. 6, 8	Developing and Expanding Information in Mediation.	1. F&S, pp. 148-198.
Week Six Sept. 13, 15	Expanding Information, Continued; Identifying and Framing Issues, Organizing a Multi-Issue Agenda; Introduction to Persuasion.	F&S, Chapter 8. Watch Harris Bock ("Play All") mediate *Resnick v. Stevens Realty*. Identify and evaluate all "persuasive" interventions.

WEEK	TOPIC	Reading and DVD Assignments (All chapter-by-chapter tracks assigned unless otherwise noted).
Week Seven Sept. 20, 22	Persuasion and Problem-Solving in Mediation.	F&S, Chapter 9. Can omit tracks 9-A, -C and -D.
Week Eight Sept. 27, 29	Conducting the Bargaining, Dealing with Impasses.	F&S, Chapter 10.
Week Nine Oct. 4, 5	Mediation Simulation I; Concluding the Mediation, Drafting Settlement Agreements.	F&S, Chapter 11.
Week Ten Oct. 11, 13	Mediation Simulation II.	No reading assignment.
Week Eleven Oct 18, 20	Mediation Simulation III.	No reading assignment.
Week Twelve Oct.25, 27	The Ethics of Mediating	F&S, Chapter 12.
Week Thirteen Nov. 1, 3	Representing Clients in Mediation.	F&S, Chapter 13.
Week Fourteen Nov. 8, 10	Representing Clients in Mediation, Continued; Mediation Simulation IV.	No reading assignment.