

ABA REPRESENTATION IN MEDIATION COMPETITION TEAM
LAWS 4704
SPRING 2021
PROFESSOR WESLEY PARKS

Dear Students:

Welcome to the ABA Representation in Mediation Competition Team.

The focus of this course will be to prepare you for the ABA Representation in Mediation Competition through the study of advanced mediation advocacy skills. This course will assist you in developing principled mediation advocacy expertise, including but not limited to, client preparation skills, problem-solving in mediation without sacrificing client interests, effectively using objective criteria in mediation, and how to best use your persuasive skills during mediated negotiations.

In the ABA Representation in Mediation Competition, each team of students is comprised of one client and one attorney conducting a roleplay in a simulated mediation setting, against an opposing team that has one client and one attorney. At the competition, a professional mediator will act as the mediator in your simulation, which will be simultaneously judged by professionals in our field.

There is no required book for this course. However, I will post required readings throughout the semester on CANVAS. I will frequently assign readings from the following recommended, but not required, text:

*Advanced Negotiation and Mediation, Theory and Practice:
A Realistic Integrated Approach*
Paul J. Zwier and Thomas F. Guernsey
Publisher NITA
ISBN: 1601564791
EAN13: 9781601564795

For your first assignment, please read the attached ABA Representation in Mediation Rules and Regulations and Scoring Criteria.

I look to working with you this semester as we prepare for your success at the competition.

Sincerely,

Professor Parks