

# AUSTRALIAN MEDIATION ASSOCIATION CONTINUING PROFESSIONAL DEVELOPMENT SERIES - AUSTRALIAN NATIONAL MEDIATOR STANDARDS -

## NEGOTIATION SKILLS MASTERCLASS FOR LAWYERS : LIFTING YOUR GAME

**Date:** Monday 20 October 2014

**Times:** 9.30am to 4.30pm

### Topics covered

This seminar will provide you with diagnostic and action based tools based on the latest neurological research, to assist you to leverage from impasse to outcomes.

This seminar will suit lawyers in all fields of practice who want to increase their effectiveness in negotiating.

- Understand anger, its impact and learn tools to change the anger environment in any negotiation and mediation.
- Understand how gender and status affects anger expression.
- Checkmate the games parties play. Understand and work effectively with the games parties bring to any negotiation.

**General:** Participants will receive a CPD certificate with the allotted marks and PowerPoint notes.

**Suitable for:** All levels of experience for mediators, FDRP's, lawyers and negotiators.

**Attendance Numbers:** No limit

**Price:** \$770.00 (incl. GST)

**Earlybird:** \$660.00 (incl. GST) if paid by September 16th 2014

**Venue:** Level 2, Law Society House, 170 Ann Street, Brisbane QLD 4000



## Professor Phillip D Green.

Phillip Green practices as a barrister, arbitrator and mediator from Pipitea Chambers in Wellington, New Zealand. He is returning to Australia with his colleague Nicola Hartfield to again teach their popular programmes. Phillip and Nicola were recently named amongst the top 10 mediators in New Zealand



Phillip has over 30 years' experience in alternative dispute resolution practice. In 2010 he was appointed as Adjunct Professor in the Department of Management (Dispute Resolution) at Massey and he continues to hold the appointment of Director of the Massey University Dispute Resolution Centre. Phillip has variously authored and co-authored 5 different texts on aspects of dispute resolution including co-authoring with Prof Laurence Boulle and Virginia Goldblatt, the text *Mediation Principles, Process, Practice* LexisNexis, NZ 2008 ed. which is currently under revision.

Phillip is a Fellow of the Chartered Institute of Arbitrators and is the Founding President of the Arbitrators' and Mediators' Institute of NZ (AMINZ). He is a Fellow of AMINZ and is a member of its arbitration mediation and adjudication panels. Phillip has continued his involvement with AMINZ as Director of Professional Studies. He authored the new AMINZ Code of Ethics launched in 2012. He has lectured in arbitration and mediation at Victoria University of Wellington, Massey University, Palmerston North and Waikato University in Hamilton NZ. Phillip has also had a 30 year involvement in New Zealand Treaty of Waitangi claims including the mediating of disputes in a cultural environment. In 2013 he was appointed by UNESCO to its panel of mediators and conciliators called on to resolve disputes concerning the repatriation of cultural objects.

Phillip has mediated, and co-mediated with Nicola Hartfield, a wide range of disputes from the complex commercial, environmental, and employment through to the multi party organisational just to give some examples. His work includes "hot tubbing" experts in conflict for cases before or preparing for judicial determination.

Phillip is recognised for his specialist interest in emotion and how it can be effectively managed in negotiation and mediation. Along with Nicola Hartfield he has presented on this topic throughout New Zealand, and to the Law Society of NSW, the AMA, at Bond University, and in April 2014 to the American Bar Association Annual Dispute Resolution Conference.

For further information refer to [www.pdgreen.com](http://www.pdgreen.com)

## Nicola M Hartfield

Nicola Hartfield has a dispute resolution practice based in Napier, New Zealand, but which sees her travel throughout the country and to Australia and recently to America.



Nicola mediates mainly in family, community and workplace arenas. Earlier this year she was part of a team to assess family mediators for the Ministry of Justice Family Dispute Resolution programme now adopted in our Family Court. Nicola both mediates family disputes for the Ministry of Justice and also in a private capacity. She is a Fellow of AMINZ, is on the AMINZ Panel of Mediators and is the Inagural Recipient of the Anne Edge Memorial Award for Excellence in Fellowship Mediation in 2014. Nicola was named by the National Business Review (July 2014) as being in the top 10 family mediators in New Zealand.

She combines her professional background in Social Work with dispute resolution to provide varied referral sources. She assesses and determines social work competency for the New Zealand Association of Social Workers throughout NZ and is a Expert Report Writer to the Health and Disability Commission, for the social work profession.

Alongside her mediation practice, Nicola provides a range of clinical and supervisory support to family mediators, to Parliamentary Services, Accident Compensation Commission, and various health, disability and social service agencies throughout New Zealand. She adjudicates for the Ministry of Social Deveopment regarding benefit entitlement under the Social Securities Act 1964.

Nicola is recognised for her specialist interest in emotion and how it can be effectively managed in negotiation and mediation. Since 2012 and along with Phillip Green she has presented on this topic throughout New Zealand, and to the Law Society of NSW Sydney, the Australian Mediators Association, Brisbane, at Bond University, Queensland and in April 2014 to the American Bar Association Annual Dispute Resolution Conference. She is currently co-authoring a book with Phillip Green. For

Further information refer to [www.nicolahartfield.co.nz](http://www.nicolahartfield.co.nz)

**PAYMENT -**

Price: \$770.00 (incl. GST)

Earlybird: \$660.00 (incl. GST) if paid by September 16th 2014

**REGISTRATION FORM**

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**CANCELLATION POLICY** - There is a restriction on numbers at Australian Mediation Association (AMA) training workshops. Upon payment your registration will be secured. The AMA reserves the right to cancel courses where there are insufficient enrolments. A 50% cancellation fee will be applied when participants cancel workshop reservations fewer than 15 business days prior to the beginning of a workshop. If 5 working days or less is given, then no refund will be given. If a course is altered, cancelled, or attendance quotas changed, the AMA cannot be responsible for non-refundable travel and accommodation arrangements.