2015 NORTHERN CALIFORNIA ADR FACULTY CONFERENCE
Co-sponsored by Stanford Law School Gould Center for Conflict Resolution and UC Hastings Center for Negotiation and Dispute Resolution

YISHAI BOYARIN, UNIVERSITY OF CALIFORNIA, HASTINGS COLLEGE OF THE LAW
Transformative Mediation
The workshop will explore Transformative Mediation in the context of clinical work with students and focus on techniques for teaching the importance of listening and being non-directive in the context of mediation. The presenter was until recently the director of the mediation clinic at Hofstra, where for the last five years transformative mediation was the approach taught to the students and explored in their clinical work.

TIMOTHY M. DAYONOT, UNIVERSITY OF CALIFORNIA, BERKELEY
High-tech Videotaping of Student Negotiations
His workshop will present a method he developed to videotape and review student negotiations using the recording capabilities of smartphones and the storage capabilities of Cloud computing. More specifically, he will describe how to utilize a universal phone bracket, a lightweight tripod and a student’s smartphone to capture high-definition video for future review and analysis. His presentations will include approaches for using the videos as a teaching tool, including a written diagnostic assessment and homework assignment for students to complete in connection with the viewing of their negotiation videos.

JESSICA NOTINI, NOTINI MEDIATION, FACILITATION & TRAINING SERVICES
Influence Small Big
Many of us teach the psychological principles of persuasion, often referencing the work of Robert Cialdini, the research of Melissa Nelken and others. In this session, we will explore new research and findings in the field as presented in The Small B!g: Small Changes that Spark BIG Influence, by Martin, Goldstein and Cialdini. We will also discuss best practices for incorporating these concepts in our classes, whether as a separate module or integrated into other modules. Finally, we will share and put into action some of our favorite demonstrations, videos and exercises for bringing the influencing strategies to life.

DEBRA GERARDI, COACH, CONSULTANT AND CONFLICT SPECIALIST
Using Applied Improvisation to Shift & Expand Perspective in Negotiation and Conflict Resolution
Becoming locked in a particular point of view or perspective can lead to impasse and impede forward progress in negotiations and conflict resolution. This interactive session will use experiential learning techniques and applied improvisation to shift and expand perspective around issues, values, and positions by accessing intuitive and generative ways of knowing.

DAVID JOHNSON, STANFORD LAW SCHOOL
Creating a Negotiation MOOC
The target audience for my first free and open online course was the global student with English and computer fluency who had not yet received any negotiation training in their education. The course was built around single-topic videos, most 5-6 minutes in length, deployed in modules to create a five week arc of instruction. I will discuss the state of the world in online platforms (I used www.novoed.com ); my design/build/deliver process, and lessons learned about MOOCs generally and this course specifically. It is also my hope that we can have an active discussion about the burgeoning online education space.

TENTATIVE AGENDA
February 28, 2015
Schedule is subject to change

9:30    Registration and Coffee
9:45    Welcome
9:50    Yishai Boyarin
        Transformative Mediation
        Break
11:00   Timothy M. Dayonot
        High-tech Videotaping of Student Negotiations
11:30   Jessica Notini
        Influence Small Big
12:30   Lunch
1:30    Debra Gerardi
        Using Applied Improvisation to Shift & Expand Perspective in Negotiation and Conflict Resolution
2:30    David Johnson
        Creating a Negotiation MOOC
3:30    Closing Remarks