

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