



2-hour Advanced Mediator Training
SCAO Approved

“Mediation: Negotiating Under Pressure”

Facilitated by

Anne Bachle Fifer

Mediators need to know how to negotiate in order to facilitate the parties' negotiation. This workshop will:

- review the main theories of competitive and cooperative negotiation;
- roleplay how to conduct distributive bargaining;
- discuss how to help parties who don't understand negotiation; and,
- improve your negotiation skills and make you think about how *you* negotiate!

WHEN: Friday February 28, 2020: noon – 2:00p.m.

WHERE: RVC Offices Conference Room, 678 Front Ave. NW, Grand Rapids MI

COST: \$30.00 (**Free to DRCWM mediators who mediated three cases in 2019 for the Center.)

WHY: It's fun and educational to learn from your peers! Get a jump on your required advanced mediation training!

LUNCH: Pizza and pop will be provided, or go to Rico's deli, or bring your own lunch.

TO REGISTER: click [here](#), go to [drcwm.org](#), email or call Chris Gilman, cgilman@drcwm.org, (616) 774 -0121 x101. Please make checks payable to DRCWM.