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# MARJORIE CORMAN AARON

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## □ PROFESSIONAL EXPERIENCE & ACADEMIC APPOINTMENTS

- Current      Professor of Practice, University of Cincinnati, College of Law, teaching Negotiation, Client Counseling, Trial Practice, Mediation, Mediation Advocacy, and Advanced Decision Analysis.
- Director, Center for Practice, University of Cincinnati, College of Law (since 2001).
- Negotiation and Mediation Trainer, Mediator, Arbitrator, and Dispute Resolution consultant in private practice, Cincinnati, Ohio (since 1998).
- Training Faculty, CPR Institute for Conflict Prevention and Resolution (since 1998).
- Commercial Arbitration & Mediation Panel Member, American Arbitration Association (since 2009).
- Member, IWA, LLC, provider of communication and presentation training and coaching (since 2016).
- 2019      Summer Faculty, University of Graz, taught Client Counseling Workshop.
- 2017      Summer Faculty, University of Bordeaux, taught Client Counseling Workshop.
- 2017      Neutral, *Slaughter, et. al. v. Wells Fargo* (Class Action) Individualized Claims Resolution Process, appointed by Court's Special Master to conduct hearings for settlement fund allocation.
- 2016      Faculty, Interviewing and Presentation course, University of Cincinnati, College of Business.
- 2015      Faculty, Professional Presentation Workshop series, University of Cincinnati, College of Business.
- 2015      Summer Training Faculty, Program on Negotiation at Harvard Law School, Harvard Negotiation Institute, co-taught Advanced Mediation Workshop.
- 2014      Neutral, *McReynolds v. Merrill Lynch* (Class Action) Individualized Claims Resolution Process, appointed by Court's Special Master to conduct hearings for settlement fund allocation.
- 2013      Summer Faculty, University of Nevada, William S. Boyd School of Law, taught Client Counseling.
- 2011      Visiting Professor, University of Michigan Law School, taught Client Counseling and Negotiation (Winter Session and Spring Semester).
- 2007-09      Summer Faculty, North Carolina Central State University School of Law, taught Decision Analysis.
- 2002-03,  
2005-06      Summer Faculty, Hamline University School of Law, Dispute Resolution Program, taught Evaluative and Activist Mediation, Decision Analysis, and Representation in Mediation.
- 1998–2006      Mediator Panel Member, Merrill Lynch Claims Resolution Process.
- 1994-98      Executive Director, Program on Negotiation at Harvard Law School (PON). Responsibilities included: central operations; graduate courses in negotiation and mediation; case clearinghouse; *Negotiation Journal* and other publications; nineteen annual executive seminars on topics in negotiation; academic conferences; monthly faculty seminars; dispute resolution community forum series; budget planning and implementation; negotiation of financial contracts; representation of PON within Harvard Law School, Harvard University and externally; budgetary oversight of nine research projects; management of all PON staff; working with Executive and Steering Committees to establish and achieve PON objectives.
- 1994-98      Mediator, in private practice in the Boston area.
- 1996/1998      Lecturer on Law, Harvard Law School, Winter Negotiation Workshop.
- 1989-98      Mediator, Middlesex (MA) Multi-Door Court-House Mediator Panel.

- 1995 Instructor, Radcliffe Seminars Graduate Courses, Mediation and Other Facilitative Roles, with Dr. Eileen Babbitt, Tufts University (offered through PON).
- 1993-94 Senior Research Associate, Harvard Business School. Served on the faculty team designing required Negotiation Curriculum for first-year MBA students; authored and presented course materials on alternative dispute resolution and gender issues in negotiation.
- 1988-94 Vice President, Director of Professional Development, Endispute, Inc. (now known as JAMS, Inc.). Mediated federal and state cases involving commercial contracts, business torts, corporate partnership, employment, securities, complex construction, engineering and design-related claims, real estate and business valuation, real estate trusts, personal injury and product liability, legal and other professional malpractice, age and gender discrimination, consumer protection statutes, and allocation of superfund liabilities. Developed resolution processes for complex, multi-party cases and pools of related claims. Designed and taught workshops on mediation, negotiation, alternative dispute resolution, and litigation risk analysis for law firms, corporations, judicial groups, and universities as well as original training programs for new judicial mediator panelists.
- 1989 Instructor, Massachusetts Institute of Technology, House Course, Introduction to Negotiation, taught with Professor Michael Wheeler (of MIT, later Harvard Business School).
- 1986-87 Clinical Instructor, Suffolk University Law School, Prosecutor's Course.
- 1985-87 Assistant District Attorney, Prosecutor's Office, Plymouth County, Massachusetts. Prosecuted criminal defendants in jury and non-jury trials.
- 1981-85 Litigation Associate, Goodwin Procter, Boston, MA. Practice included securities, product liability, trade secrets, commercial contract and business torts, and first amendment issues.

#### ❑ PUBLICATIONS

##### *Books, Chapters, Articles & DVD Instructional Materials (case simulations & exercises)*

- 2021 "The Haunting Specter of Fiss' Against Settlement," in A. Hinshaw and A. Schneider, eds., *Discussions in Dispute Resolution: The Foundational Articles* (Oxford University Press, forthcoming 2021).
- 2020 "Confessions and Redemption-and Politics-For an Un-Neutral Person Who Mediates," *Alternatives* 38,9.
- 2020 Reflections on Untethered Philosophy, Settlements, and Nondisclosure Agreements," *Alternatives*, 38,8.
- 2019 *Risk and Rigor: A Lawyer's Guide to Decision Tree Analysis for Assessing Cases and Advising Clients* (DRI Press 2019), with website: <https://www.riskandrigor.com/>, containing links to video demonstrating applications of concepts in the text as well as other resources relating to decision tree analysis.
- 2019 "Beyond Abstinence: Promoting Safe, Impartial, and Evaluative Acts" (co-authored with Dwight Golann) *Dispute Resolution Magazine* (October 2019).
- 2019 "The Haunting Specter of Fiss' Against Settlement" in *Discussions in Dispute Resolution: The Formative Articles* (Hinshaw, Schneider, and Cole, eds.) (Oxford Univ. Press, forthcoming 2020) accepted for publication, 2019.
- 2018 *Value Pharming - Targeted Negotiation Takes: Micro Strategies and Skills, Independent Immunities: A Multi-Issue Transactional Negotiation, and Settle for More or Less II*, three videos directed and produced with Professor Dwight Golann, available through the ABA/Suffolk teaching video website.
- 2016 *Mediation of a Multi-Party Dispute – Ceiling Collapse*, directed and produced with Professor Dwight Golann, available through the ABA/Suffolk teaching video website.
- 2016 *Mediation of an International Business Dispute*, a video directed and produced with Professor Dwight Golann, available through the ABA/Suffolk Teaching Vidoe website.

- 2016 *Dale Doran Employment Non-Compete Case*, an interviewing and counseling video, directed and produced with Professor Dwight Golann, available through the ABA/Suffolk website.
- 2015 “Shaking Decision Trees for Risks and Rewards” (co-authored with Wayne Brazil), *Dispute Resolution Magazine* (Fall 2015).
- 2015 *Hapless Harvest Interviewing and Counseling*, a four part video series including segments on interviewing and counseling both “By the Book” and “Not by the Book”, directed and produced these video recordings with Professor Dwight Golann, available through the ABA/Suffolk teaching video website.
- 2014 *Divorce Mediation, Bea Larsen Divorce Mediator*, initiated, directed, and produced this video recording funded by the Cincinnati Bar Foundation, “published” on DVD and through ABA/Suffolk video website.
- 2014 “The Client Science Course,” a complete package of course materials (simulations, exercises, problem sets, and 100+ page instructors’ guide for teaching lawyer-client interviewing and counseling) at [www.clientscience.com](http://www.clientscience.com) (beta site publication in 2013).
- 2013 “‘Translating the Terrain’ over Cultural Myths and Mistaken Assumptions” (edited book excerpt), *Alternatives*, 21, 8 (Sept.) 115-118.
- 2013 “Client Science: Advice for Lawyers on Initial Client Interviews” (in the nature of supplemental book chapter, published through the [clientsciencecourse.com](http://clientsciencecourse.com) website).
- 2012 *Client Science: Advice for Lawyers on Counseling Clients through Bad News and Other Legal Realities*. Oxford University Press.
- 2012 “Strategy at the Negotiation Table: From Stereotypes to Subtleties,” *Alternatives* 30, 4.
- 2012 *Mediation Advocacy in Fine Fix*, produced & directed with Dwight Golann, funded by JAMS Foundation.
- 2010 “Using Evaluations in Mediation,” with Dwight Golann, Chapter 31 in *American Arbitration Association Handbook on Mediation*, 2<sup>nd</sup> edition (JurisNet, LLC) 327-355.
- 2009 One of two featured mediators in DVD “The Skills of a Legal Mediator” by Dwight Golann, published by the ABA Section of Dispute Resolution, and JAMS Foundation.
- 2009 “Evaluation and Decision Analysis,” with Dwight Golann, Chapter 8 in D. Golann, ed., *Mediating Legal Disputes* (American Bar Association, Section of Dispute Resolution) 145-177.
- 2007 *Negotiating Outcomes: Pocket Mentor Series* (Harvard Business School Press).
- 2005 “Do’s and Don’ts for Mediation Practice,” *Dispute Resolution Journal*, 11, 2 (Winter 2005) 19-22, included in *Best Articles Published by the ABA, GP SOLO*, Vol. 23, No. 2 (March).
- 2005 “Finding Settlements with Numbers, Maps, and Trees,” in *The Handbook of Dispute Resolution*, M. Moffit and R. Bordone, eds. (San Francisco: Jossey Bass) 202-218.
- 2004 *Mediators at Work: Termination Tempest* (video, Harvard Law School Program on Negotiation), with Dwight Golann.
- 2002 *Breach of Warranty: Foster Fuels* (video, Harvard Law School Program on Negotiation), with Dwight Golann.
- 2002 “Initial Contacts in Mediation,” *Alternatives*, Vol. 20, No.9 (October) 167-180; Vol. 20, No. 10 (November) 184, 204-205.
- 1999 “The Right Frame: Managing Meaning and Making Proposals,” *Harvard Management Communication Letter*, Vol. 2, No. 9: 1-4.
- 1999 “Negotiating,” on-line article featured in the *Harvard Managementor* (Cambridge: Harvard Business School Publishing, also available on CD Rom).

- 1997 “Using Evaluations in Mediation,” with D. Golann, in *Dispute Resolution Journal* 52, 2: 26–34.
- 1996 “Evaluation in Mediation,” in *Mediating Legal Disputes*, D. Golann, ed. (Little, Brown & Co.) 267–305.
- 1996 “Decision Analysis as a Method of Evaluating the Trial Alternative,” with David Hoffer, in *Mediating Legal Disputes*, D. Golann, ed. (Little, Brown & Co.) 307–334.
- 1995 “The Value of Decision Analysis in Mediation Practice,” in *Negotiation Journal*, 11, 2: 123–134. Awarded *Second Prize for Excellence* by CPR Institute for Dispute Resolution.
- 1993 *Alternative Dispute Resolution Notebook*, for Aetna Insurance Corp., Copyright, Endispute Inc., Boston.
- 1991 *Judicial Panel Notebook*, Copyright, Endispute Inc., Boston.
- 1988-2018 Extensive inventory of case simulations and teaching materials including instructional videos for negotiation and mediation training. Some pre-1998 case simulations are distributed by the Program on Negotiation at Harvard Law School, Case Clearinghouse.

#### ☐ PROFESSIONAL ORGANIZATIONS (INCLUDING COMMITTEE APPOINTMENTS)

- Current American College of Civil Trial Mediators, Board Member 2005-07, Academic Member since 1999.  
American Bar Association, Section on Dispute Resolution, Annual Conference: Program Co-Chair (2002-3); Program Chair (2001-2); Chair, Fund-raising Committee (1998-99), since 1998.  
CPR Institute for Dispute Resolution, Academic Member, since 1997; publications award judge, 2004-2010; CPR-Georgetown Ethics Commission (Provider Principles Drafting Subcommittee), 1998.  
American Arbitration Association, Arbitrator, since 2013, and Mediator, since approx. 2000.
- 2001 American Bar Association, Section on Dispute Resolution: Task Force on Mediation and the Unauthorized Practice of Law.  
American Bar Association, Section on Dispute Resolution: Task Force to Design Dispute Resolution Process for the American Bar Association.
- 1999 - 2008 Cincinnati Collaborative Law Practice, Board Member.
- 1999 - 2006 Ohio Commission on Dispute Resolution and Conflict Management, Member, Secretary, and Vice Chair.
- 1999 - 2003 Publications Committee of the American Bar Association Section on Dispute Resolution.
- 1999 - 2001 CPR Institute for Dispute Resolution Academic, Advisor to the Theory to Practice Project.
- 1994-1998 Program for Young Negotiators, Board Member.

#### ☐ AWARDS

- Harold C. Schott Scholarship Award, University of Cincinnati College of Law, October 2019.
- Goldman Prize for Excellence in Teaching, Univ. of Cincinnati College of Law, April 2010.
- University President’s Excellence Award for Teaching, University of Cincinnati, May 2006.
- American College of Civil Trial Mediators, Education/Training Achievement Award, 1998.
- Center for Public Resources (CPR) Institute for Dispute Resolution, 1995 Second Prize for Excellence, Articles, "The Value of Decision Analysis in Mediation Practice," *Negotiation Journal* 11.2 (1995) 123-134.

#### ☐ PROFESSIONAL SEMINARS/WORKSHOPS, CENTER FOR PRACTICE, UC COLLEGE OF LAW

- Actors’ Imaginary Truths for Lawyers*, UC Law Downtown Faculty Teach-In (2016).
- Negotiating Anchors, Perception, Power, and Improvisation for Better Deals*, UC Law Downtown Faculty Teach-In (2015).

*Decision Analysis for Lawyers I & II, Introduction and Beyond the Basics*, developed and presented these two, one-day workshops (2006-08, 2012-13).

*On Delivering Bad News*, jointly sponsored by the Cincinnati Bar Association, and the Center for Practice, designed and taught this half-day CLE workshop (2013).

*Actors' Directions for Winning Trial Performance*, with Professor Rocco Dal Vera, developed and facilitate four-evening workshop series (2009-2014).

*Downtown Faculty Teach-In*, initiated, organized, and convened this day-long CLE event as fundraiser for student scholarships, at downtown locations with 10 additional faculty presenters (2013 - 2016).

*Making Mediators*, a workshop over two evenings and two days for lawyer mediators (co-faculty with James Lawrence). Created original workshop design and materials, integrated with one credit course on Mediation Advocacy at the UC College of Law (2002- 2010).

*Client Troubles? It's Time for Psychiatric Advice* and *The Psyche at Work: Psychiatrists' Advice for Employee Trauma, Violence, and Mental Health Disorders*, two day-long workshops developed and facilitated with Douglas Mossman, M.D., Director, Weaver Center for Law and Psychiatry (2010 and 2011).

*Great On Your Feet and In the Moment: How To Listen, Think, and Speak to The Unexpected; Lawyers Present – So Present Well!;* and *Drama Does it for Lawyers: Starring with Clients, Colleagues and the Court*, three one-day workshops relating to speech, rhetoric, debate and professional presentation skills for legal practice. Worked with local attorney and actors, created original teaching materials and facilitated programs with acting, presentation, and rhetoric/debate presenters (2007-09).

*Getting to the Goal in Tough Negotiations* and *Mediating Without Mistakes*, with Prof. D. Golann (2006).

*Intensive Teachers' Mediation Workshop*, Ontario Teachers College Mediation Program, with co-faculty Cathleen Kuhl, created original simulation materials for teachers' context (2006).

*Advancing Expertise for Negotiation with Lawyers and Clients*, with Prof. D Golann (2004-05).

*Mediation Apprenticeship Program Seminar Series* directed four-part evening series and presented seminar on *Mediation Ethics*, with various attorney co-faculty (2005).

*Counseling and Convincing Difficult and Emotional Clients*, with Dr. Daniel Shapiro (of the Program on Negotiation at Harvard Law School and Harvard Medical School), developed workshop design and created original materials (2004 & 2005).

Cincinnati Bar Association, Cincinnati OH, CLE program, *Mediation Ethics*, (November 2003).

*Advanced Mediation Workshop* for Ohio Federal District Court Judges, original workshop design, involving simulation work with UC College of Law students (2001).

*Effective Negotiation Strategy and Practice* with Dr. Michael Watkins, Harvard Business School (2001).

#### ☐ Executive Seminars and Training Workshops (retained by client organizations, examples)

Kentucky Bar Association, Mediation Training Workshop (with Dwight Golann, March 2019).

Cincinnati Department of Public Services, *Persuasion through Presentation*, one-day workshop with IWA Strategies, Inc., through the Xavier Leadership Center (October 2017).

The Procter and Gamble Company, *Selling Your Vision*, half day workshop (October 2017).

Clopay Building Products, Inc., *Persuasion through Presentation*, one-day workshop with IWA Strategies, Inc., through the Xavier Leadership Center (March 2017).

CPR Institute for Dispute Resolution, *Science for Artful Client Counseling Under Conditions of Complexity, High Stakes, Uncertainty & Unwelcome Realities*, two part program on client communication techniques and

basic decision analysis, St. Louis, MO (November 2015) and *Art and Science of Client Counseling*, Toronto (June 2016).

United States District Court, Pennsylvania Middle District, *Decision Analysis Workshop* (June 2015).

Merck Pharmaceutical, *Negotiation, Conflict, & Powerful Speech Workshop* (Oct. 2014, March & Dec. 2015).

United States District Court, Pennsylvania Middle District, *Advanced Mediation Workshop* (August 2014).

New Zealand Office of Treaty Settlements, customized negotiation training and consultation toward resolution of treaty settlement claims (August 2013).

The Procter & Gamble Company, *Picturing, Pondering, Pursuing Perfect Negotiation Process for Greater Gain in an All Play Game*, for Design Summit 3.0, and in-house design management staff (November 2012), and *Negotiating with CPB's Emotional Resisters*, for the [P&G] Clay Street Project.

LPK, Inc., *Negotiating Forward without Fear and With Emotion*, and *Negotiation Psychology: Taking Aim at Difficult and Entrenched* (April 2013).

Schiff Hardin, LLP, *Mediation Workshop*, Chicago, two day-program under the auspices of the CPR Institute for Conflict Prevention and Resolution (March 2013).

Ford-UAW, Ohio, *Better Bargaining: Art, Science, and Practice Workshop*, designed and presented/facilitated this two-day joint workshop for Ford & UAW bargaining teams (June 2011, March and May 2015).

AT&T Inc., for Genesis Advisers LLC, *Strategic Negotiation for Managers*, two one-day workshops (Nov. and Dec. 2011).

New Zealand Ministry of Foreign Affairs and Trade, New Zealand Ministry of Economic Development, New Zealand Office of Treaty Settlements, New Zealand Ministry of Women's Affairs, New Zealand Leadership Development Centre, Wellington, NZ various programs between 1999 and 2010, including *Advanced Negotiation Seminar, Master Class Workshop, Negotiation in A Nutshell, Great on Your Feet, and Women Negotiating Powerfully*, with original simulation materials.

New Zealand Department of Building and Housing, *Mediators' Master Class* (2009, 2010).

United States District Court, Western District of New York, *Mediator Training*, two three-day workshops for attorneys newly selected for federal court mediation panel, designed and co-taught with mediator Amy Glass, under the auspices of the CPR Institute for Conflict Prevention and Resolution (April and May 2012).

United States District Court Mediation Panel, Western District of Michigan, *Advanced Mediation Practice Challenges* for Court Mediator Panelists, two day-long workshops, under the auspices of the CPR Institute for Conflict Prevention and Resolution (2000 and 2006).

New York Stock Exchange Enforcement Division, New York, NY, *Negotiation Workshop*, consultation and two-day program with original, tailored materials, with David Laws (MIT) & Howard Bellman, mediator (Nov. 2005).

CPR Institute for Dispute Resolution, New Orleans, *Advanced Mediation Workshop*, three-day program designed and presented with DWIGHT Golann (April 2004, and *Advanced Mediation and Mediation Advocacy Workshop*, Atlanta, GA, designed and presented with Amy Glass (2006).

Ohio Supreme Court, Committee on Dispute Resolution, Columbus, OH *Mediating Multi-Party Disputes, and Mediating Truancy Disputes*, day-long workshop (January 2004).

University of Dayton Business School, Executive Leadership and Development Program, *Negotiation Strategies and Practice*, day-long workshop (June 2002),

Grassroots Leadership Academy, Cincinnati, *Negotiation Workshop*, one-day program (2001 & 2002).

Equal Employment Opportunity Commission, Columbus, OH, *Advanced Challenges in Employment Mediation*, half-day seminar (October 2001).

Pietragallo, Bosick & Gordon, Pittsburgh, *ADR Immersion: Diving into the Myth, Magic & Mine Fields of Mediation*, day-long workshop and consultation on building an ADR department (March 2001)

Israel Mediation Center, Tel Aviv, *Advanced Mediation Techniques Workshop* (July 2000).

Ohio State Bar Association, Cleveland, two-day *Mediation Workshop for Lawyer-Mediators*, with Attorney James Lawrence (December 2000).

Hunneman-Coldwell Banker, Cape Cod, MA, *Effective Negotiation Practice*, multi-day workshop designed for real estate brokers' context (November 2000).

Gray, Carey, Ware & Friedenrich, La Jolla, CA, *Negotiation Workshop*, half-day program, original instructional video and materials created (October 2000).

Old Castle, Architectural Products Group, *Effective Negotiation* workshop(2000).

General Electric Corporation, Stamford, CT, *ADR Seminar for Y2K Challenges*, co-faculty with Dwight Golan, original materials created (February 1999).

GE Capital Corporation, Stamford, CT, On Skills for GE RESOLVE program, one-day workshop taught with Dwight Golann, original materials created (1999).

Milacron, Inc., Cincinnati, OH, *Negotiators' Summit*, two-day workshop (October 1999).

Blue Green Corporation, Atlanta, GA, *Negotiators' Summit*, one-day workshop with original materials for transactional real estate context (November 1998).

JAMS-Endispute, Boston, *Mediation Workshop*, four-day program, with co-faculty Dwight Golann (June 1996; September 1998; February 1998).

Harvard Law School, Program of Instruction for Lawyers, *Advanced Mediation Workshop*, week-long program, with Robert Mnookin (HLS) and Gary Friedman, Esq. (June 1997).

Radcliffe Seminar Series, Cambridge, MA, *Effective Negotiation Strategies*, one-day workshop (Spring 1996 and 1997).

JAMS/Endispute, *Evaluation in Mediation and Mediators' Introduction to Decision Analysis* (June 1996).

Kennedy School of Government, Cambridge, MA, *Mediation within an Organizational Context*, original materials created, also served on faculty design team (April 1995).

Program on Negotiation at Harvard Law School, Project on International Dispute Resolution, Cambridge, *Mediation and Alternative Dispute Resolution*, curriculum segment in workshop on Managing International Business Relationships MA (1995–2001).

#### ❑ Professional Presentations (selected examples)

Mediators Climb (Decision) Trees, ABA Section on Dispute Resolution Conference (April 2019).

*Teaching Negotiation Micro-skills*, with Professor Dwight Golann, ABA Section on Dispute Resolution Conference, Legal Educators' Colloquium (April 2018).

*Fly on the Wall: Videos of Diverse Mediator Styles*, with Professor Dwight Golann, ABA Section on Dispute Resolution Conference (April 2017).

*Tips for On-Target and Terrific Training*, with Professor Dwight Golann, ABA Section on Dispute Resolution Conference (April 2016).

*Without a Joint Session: What's your Plan B?* with Professor Dwight Golann and Jay Folberg, ABA Section on Dispute Resolution Conference (April 2015).

*Decision Analysis in Practice*, Cincinnati Inns of Court (April 2014) and Kentucky Inns of Court (April 2015). *Mediators' Set-Up for Lawyers' Work*, ABA Section on Dispute Resolution Spring Conference, Miami, FL, with Professor D. Golann (April 2014).

*Making Students' Omniscient: Unexpected Aha Moments*, Legal Educators' Colloquium, ABA Section on Dispute Resolution Spring Conference, Miami, FL, with Professor D. Golann (April 2014)

*How to Share a Mediator's Powers: The Advocate's Perspective*, ABA Section on Dispute Resolution Spring Conference, Chicago, IL, with Professor D. Golann (April 2013).

*Mediator Evaluation: Giving Bad News*, Kentucky Bar Assoc. Annual Conference, Louisville, KY (June 2012).  
*On Negotiating Good Settlements of Our Clients' Legal Disputes*, Ohio State Bar Association Annual Conference, Cincinnati, OH (May 2012).

*How to Counter "Spin" without Counter-Spinning: Ways to Deal with Aggressive Advocates and Ill-Counseled Clients*, with Professor D. Golann, ABA Section on Dispute Resolution Conference, Washington, DC (April 2012).

*Client Science: What we've learned from Teaching and Individual Coaching on how best to Counsel Clients Through Legal Realities*, with Professor R. Reuben, ABA Section on Dispute Resolution, Legal Educators' Colloquium, Washington, DC (April 2012).

*Difficult Delivery: Bearing Bad News*, Procter & Gamble Legal Department (Nov 2010; Sept. 2011).  
*Failure in Mediation*, ABA Section on Dispute Resolution Spring Conference, Denver, CO, with Professor D. Golann (April 2011).

*Clientology: the Science of Communicating with Clients*, ABA Section on Dispute Resolution Spring Conference, San Francisco, CA with Professor D. Golann and Patricia Foster (April 2010).

*When the Music Stops: How to Overcome 'Insulting' First Offers, Bad Faith Refusals to Negotiate and Other Impasses in Bargaining*, ABA Section on Dispute Resolution Spring Conference, NYC, with Professor D. Golann and David Geronemus (2010).

*On Teaching Mediation and Mediation with Multi-Phased Simulation Bagger-Delishco*, Legal Educators' Colloquium, ABA Section on Dispute Resolution Spring Conference, NYC (2010).

*Breaking the Rules: The Truth About Consequences*, ABA Section on Dispute Resolution Spring Conference, Seattle, with Professor D. Golann (April 2008).

*Spotlight on Women Negotiating*, for Women's Networking Initiative of Thompson, Hine (Nov. 2006).

*Mediator Manipulation: The Art and The Ethics*, plenary Frank E. Sander lecture, ABA Section on Dispute Resolution Spring Conference, Atlanta, with Professor D. Golann (April 2006).

*Negotiating Medical Faculty Issues*, presentation for the University of Cincinnati Medical School, junior faculty professional development luncheon series (February 2006).

*Advanced Mediation in Employment Disputes*, presentation at the ABA Section on Dispute Resolution, Annual National Conference, with mediator Margaret Shaw (March 2003).

*Ethics Behind Closed Doors*, chaired a panel presentation at the CPR Institute for Dispute Resolution, Spring Meeting, Seattle, WA., primary author of materials (June 2002).

*Arbitration Process Demonstration (and experimentation)* (co faculty with Prof. Thomas Stipanowich), CPR Institute for Dispute Resolution, Spring Meeting, Charleston, SC (June 2000).

## ❑ Education

1981 J.D., Harvard Law School, *cum laude*.

1978 B.A., Princeton University, *cum laude*, Woodrow Wilson School of Public and International Affairs.

## ❑ Personal

Married: David H. Aaron, Professor, Hebrew Union College, Cincinnati, Ohio.

Children: Joshua Samuel (1990), Elisha Meir (1997).