

# New Jersey Association of Professional Mediators



## Fundamentals of Mediation

June 6, 2017

You should take this course if

- You are a collaborative law professional and need a basic 8-hour training
- You want to learn some basic mediation skills before taking a full-length course
- You are representing clients who are involved in mediations
- You are informally mediating and want more information about increasing your skills

Program topics include:

8 full hours of instruction

Types of mediation

8:30 am -5:30 pm

Imbalance of power

9.6 NJ CLE hours including 1 hour of ethics)

Self-determination

Instruction methods

Mediation techniques

Presentations--Learn from experienced mediators

Dealing with high conflict parties

Demonstrations--Learn by watching experienced mediators

Joint meetings and caucuses

Professional standards, court rules and the Uniform Mediation Act

Role plays--Learn by doing

Ethical issues

### Why take your training from NJAPM?

NJAPM is an association of professionals engaged in and dedicated to the practice of dispute resolution through mediation. One of our missions is to act as a training and educational resource in New Jersey

Mediation is NJAPM's only business

## About the Faculty

(The faculty is subject to change)

Carl Cangelosi, JD, APM

Former attorney and CEO

Past president of NJAPM

Founder of New Jersey Mediation Group

Jennifer E. Beer, PhD

30+ years experience mediating community and organization disputes

Negotiation teacher at Wharton

Mediation trainer and author

## Registration Information

The course fee is \$325.

NJAPM reserves the right to cancel the training. In the event of a cancelation, all fees will be returned in full. Any cancelation by a participant received within five days of the course start date will be subject to a 25 percent cancelation fee.

The course is offered at the Forsgate Country Club, 375 Forsgate Drive, Monroe Township, at Exit 8a of the New Jersey Turnpike.

**Reserve early!**

**There is a maximum of 35  
in a class**

## Recommended Books

GETTING TO YES: NEGOTIATING AGREEMENTS WITHOUT GIVING IN by Roger Fisher, William Ury and Bruce Patton Paperback (May 3, 2011) published by Penguin USA

THE MEDIATOR'S HANDBOOK by Jennifer E. Beer & Caroline C Packard, Revised and Expanded Fourth Edition (2012) published by New Society Publishers

For more information call  
Carl Cangelosi at 609-636-1557  
or e-mail at [ccangelosi@njmediation.org](mailto:ccangelosi@njmediation.org)

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## New Jersey Association Of Professional Mediators

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Name \_\_\_\_\_ Profession/occupation \_\_\_\_\_

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Work phone \_\_\_\_\_ Home phone \_\_\_\_\_ Fax \_\_\_\_\_

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