Appellate Mediation Spring Speaker Program 2022

June 16\textsuperscript{th}, 2022.

Dave Moora will discuss using Mediation to Maximize Bargaining Strategy.

To Register for the Event Please email mediation@dcappeals.gov.
**Speaker Bios:**

Dave Moora is a Commissioner (mediator) with the Federal Mediation and Conciliation Service (FMCS) in the Office of Conflict Management & Prevention in Washington, DC. Dave has over fifteen years of experience providing conflict management and resolution services in both the private and public sector. He has served as a mediator in numinous high stakes disputes and facilitated complex multi-party public policy meetings. He has designed and taught training on conflict management, settlement negotiations, mediation advocacy and communication skills. Prior to joining FMCS, Dave was the ADR Counsel for the U.S. Environmental Protection Agency and served as the Director of the American Bar Association Section of Dispute Resolution.

**June Program Description:**

This session provides practical skills for advocates, and strategies for mediators, on how to use the mediation process to achieve better negotiated outcomes.

**Participants will learn:**

- How to shape the mediation process to meet your objectives
- The impact of first offers and how to decide what to offer
- Key neuroscience principles that drive negotiation behavior
- Practical techniques to help reach agreement and close the deal

If you are interesting in registering for this event, please email mediation@dcappeals.gov