

# Appellate Mediation Spring Speaker Program 2022

June 16<sup>th</sup>, 2022.

Dave Moora will discuss using Mediation to Maximize Bargaining Strategy.

**USING MEDIATION TO  
MAXIMIZE YOUR  
BARGAINING  
STRATEGY**

**JUNE 16, 2022  
12:00 PM - 1:00 PM  
ONLINE**

**WE INVITE YOU TO REGISTER  
ONLINE TO ATTEND THIS  
SEMINAR.  
PLEASE SEND AN EMAIL  
MEDIATION@DCAPPEALS.GOV**

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

To Register for the Event Please email [mediation@dcapeals.gov](mailto:mediation@dcapeals.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 numerous 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@dcapeals.gov](mailto:mediation@dcapeals.gov)