Five Mistakes at Mediation

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Sid Kanazawa is a mediator/arbitrator with Alternative Resolution Centers (ARC) and a prolific writer and speaker. He was a trial lawyer at Lillick McHose; Pillsbury Winthrop; Van Etten, Suzumoto, & Becket; and McGuireWoods for 40 years, a "Southern California Super Lawyer" since 2004, a National Institute for Trial Advocacy (NITA) instructor and program director for 30 years, and a LCA Senior Fellow in 2019. Sid served as NAPABA's Pro Bono General Counsel, with his firm (McGuireWoods), from 2007 to 2017 and received NAPABA's President's Award in 2014 for their service and establishment of two annual NAPABA Internships. He has also served as an Executive Board Member for JABA, PLAC, and the California State Bar Litigation Section; as Chair of the DRI Trial Tactics Committee; and as Chair of the California State Bar Committee on the Administration of Justice.

Keven Drummond Eiber is Assistant General Counsel for Litigation at MTD Products Inc., a major manufacturer of outdoor power equipment for residential and commercial lawns and gardens. Keven joined MTD in 2016 after more than 25 years in private practice at the law firm of Brouse McDowell, where she was a partner and former Litigation Practice Group chair. Keven's private litigation practice focused on insurance coverage matters. Keven is designated an Insurance Law Specialist by the Ohio State Bar Association, and is rated AV by Martindale Hubbell. She is admitted to practice law in Ohio and Florida.

Ian Botnick has been in-house with Johnson Controls for over 8 years where he is primarily responsible for managing insured and commercial litigation in North America. The cases include complex product liability cases, general and auto liability matters, and construction disputes across multiple lines of business related to HVAC, fire suppression and security. Ian also supports multiple business units on product safety matters including reviewing product literature and warnings to assure compliance as well as navigating potential product safety investigations. Prior to Johnson Controls, he was in private practice at two different law firms.
Session Overview

Litigation myths suggesting our adversarial system is analogous to sports or war mislead us into thinking a "good" settlement leaves everyone unhappy. Learn how avoiding five mistakes can reverse this thinking and leave both parties happy to agree.

Materials

- Art of Persuasion Authenticity in Negotiations
- Lessons Learned from Effective Negotiators