

Mediator

NEWS & NOTES

INSIDE THIS ISSUE

 PG. 2

Child Abuse Guidelines

 PG. 3

Intern Julia Langer's 3rd Mediator
Spotlight Article with volunteer, Michael
Hartney

 PG. 4

Celebrating Anniversaries-April

 PG. 5

It's Not Just About the Money And
Other Food For Thought For
Mediators

“They came in as
adversaries, and
they left as
empathetic
friends.”



CDRC IS AN INCLUSIVE ORGANIZATION

CDRC is an inclusive organization and does not discriminate because of *race, color, ethnic origin, immigration status, national origin, sex, marital or family status (including pregnancy and child care plans), sexual orientation, gender identity and expression, disabilities or age.*

UPDATES



ouiouioui
studio

ALL MEDIATORS UP TO DATE ON CHILD ABUSE GUIDELINES

After April 12th, all of our CDRC volunteers that are Parenting Plan Trained are up to date on the NYS Child Abuse Guidelines. NYS requires that mediators be trained in Guidelines I & III in order to mediate any cases that may have a prior or current involvement with Child Protective Services. We have found our local Children and Family Units in all three counties very supportive of mediation with many caseworkers referring families to use our services.

Caitlin McGurgen, Chemung County Family Court Chief Clerk, a guest speaker at our training thanked the CDRC volunteer mediators. She was very appreciative of the work that all of you do when you mediate. She has seen the benefits of mediation for cases that bring agreements to Family Court and for cases that may not come to an agreement.



MEDIATOR SPOTLIGHT

Michael Hartney

Mediator in Tompkins, Chemung and Schuyler Counties,



"I live in Schuyler County with a population of slightly more than 18,500 people. I could know most of them. So, when the parties come in and I hear their names, I think to myself maybe I know that family or that last name. But if I'm going to be an anonymous mediator, that doesn't help them or me because they might know me in the community."

"I really appreciate transformative mediation because I find myself not carrying baggage around. I don't carry it with me. I don't take it home. In transformative mediation I meet them once. That's it. They're strangers. I'm just in a role to be there as a mediator."

"Before I retired, I felt responsible for the outcome of a counselling session. Now I realize that parties are responsible for their own outcomes. I'm not responsible for that."

"The startling thing for me is to see parties actually come to an agreement or understanding without my direction. To me that was something new, because for

thirty years I saw myself as the person who would help people find solutions. Now, I am listening and assisting them to find their own solutions. And if they don't reach a solution, that's okay, too."

"For instance, I had one mediation that was all about a parenting plan, but then at the very end – which often happens – something else came up. One party revealed that he was ill and had just started radiation therapy. And suddenly, his divorced wife and the mother of their child became very empathetic and was very concerned about him. They had not been nice to each other during the mediation. But when he said how seriously sick he was, they started talking with each other nicely and when the whole meeting ended, they embraced and left. I don't think he would have gotten to admitting that he was this sick as he was until everything else was out of the way. They came in as adversaries and they left as empathetic friends. That's what transformative mediation is all about."



Julia Langer with Michael and his wife, Susan.

This mediator spotlight was brought to you by Julia Langer. She was our Summer Intern in 2018, who came to us highly recommended by her professor, Baruch Bush. She was an international student from Germany attending Hofstra University. When asked why Julia was interested in volunteering at CDRC, she replied, "After learning about ADR in general for one semester I find it especially remarkable that CDRC offers transformative mediation as one of three mediation centers in the entire State of NY. After seeing the office and talking to the staff, I found that the atmosphere was very friendly and welcoming. It seems to be the perfect place to learn more about mediation."



CELEBRATING ANNIVERSARIES

13 years
Judy Burrill
David Kay
Ann Martin
Tompkins Mediators

4 years
Sherry Colb
Tompkins Mediator

7 years
Michael Hartney
Schuyler Mediator

2 years
Richard Biesanz
Chemung Mediator

1 year
Linda Falkson
Diane Withiam
Tompkins Mediators

Thank you to all our volunteers for choosing to make a difference in the lives of people experiencing conflict.

It's Not Just About the Money and Other Food for Thought for Mediators

by [John Sturrock](#)

April 2019



A number of recent mediations have reaffirmed some essentials which I share here in the hope that they might be helpful to others:

It's not all about the money. Mr A had a very substantial claim against a bank running into hundreds of thousands of pounds Sterling, most of his life savings. When I asked him, early on, what he needed from the mediation day, he replied "I'd like them to apologize". The bank's advice was that it had done everything it could and that it had no legal liability. A familiar situation. However, the bank's representatives found a way, authentically, to convey their deep regret that Mr A had experienced losses. They said they would do everything they could to ensure it would not happen again.

Mr A was very pleased with what was said. The matter settled for a modest sum overall. The Bank and Mr A conducted the final stage of the negotiations themselves, with support from advisers. Both parties left the mediation process satisfied with the outcome.

When wheels have come off, re-engage the key players. Day two of mediation was designed to build on day one several weeks earlier. However, the parties had not made the expected progress. In private initial meetings, one party expressed frustration and a feeling of lack of respect being shown by the other party – and a desire to conclude the process and proceed with litigation.

The engagement between the mediation days had been at a level below the key players. When the principals came together in a private meeting with me, they were able to hear from each other about their mutual frustration with what had happened. They agreed that they needed to oversee the process.

Much progress was then made in joint meetings in which the subordinates addressed the main issues under the watchful eye of the principals. The less senior people (including professional advisers) behaved in a different way with each other as they explored why they had not made progress, where the difficulties lay, and what needed to be done to make faster progress. The most senior people watched, asked questions, summarized, and provided guidance and leadership. The parties probably achieved more in half a day than for several months.

Get under the surface. In a long-running claim worth many tens of millions, the decision-makers appeared to have reached the end of the road. In an effort to find a way forward, we spent four hours going through my 'Questions for a Difficult Meeting' questionnaire. The parties prepared privately first and then, meeting together, they alternated in giving their responses. The nature of the questions is such that they needed to dig deeper to look for answers. This opened up new levels of understanding about pressures, outside constituencies, alternative courses of action, changed realities and validation required for amounts sought. It led to a further discussion about possible settlement figures.

Ask questions. Similarly, in a difficult mediation involving very senior directors in a company, impasse had been reached. Or so it seemed. But the more questions I asked, about their own ambitions, what others would say about them, how they might have contributed, what they might change or do themselves to make a difference, what questions they needed to ask, what pressures each was under, what they might be missing, and so on, the more they could see for themselves

what needed to happen. I am a great believer in party autonomy. Questions, used well, compel people to take responsibility.

Use a worked example. Many of us struggle with figures. Few of us really get to the bottom of what the numbers are telling us – or might tell us if we understood them. In a mediation involving a business partnership in which property was being divided up in a separation, the lawyers had spent several hours trying to explain what it all meant. Eventually we got the flip chart sheets up and the parties themselves began to map it all out. It wasn't easy as there were so many variables around land valuations, compulsory purchase possibilities and development proposals. And the taxation aspects were uncertain. However, for over an hour, we worked it through.

One of the parties was moved to say: "The figures are so much easier to understand than the lawyers' words"!! Enough said. A satisfactory deal was done.

Encourage forward-looking momentum. When the going gets tough, maintain a process and be clear what that is – and try to ensure that the parties continue to commit to it. It has been said (by Deepak Malhotra in his excellent 'Negotiating the Impossible'): "Stay at the table even after failed negotiations – if you are not at the table, you are on the menu".

The job of the mediator is to (a) try to offer the best possible process for the circumstances; (b) keep in touch with and support parties even when there seems to be an impasse and (c) be prepared for a window of opportunity to open up, perhaps unexpectedly. Keep looking for it. In my experience, it often does. And we rediscover that most people, whoever they are, wish to resolve their disputes by agreement.

Provide food. Continuing with the idea of eating, it is encouraging to have endorsement of the value of bringing all the participants in a mediation together to share food. I do this whenever I can, with everyone meeting for breakfast after my initial private meetings. A buffet lunch can also be useful where people can choose to linger and chat if they wish.

I find it is useful to explain why I am doing this and I can now provide academic support that it works: see '[Shared Plates, Shared Minds: Consuming From a Shared Plate Promotes Cooperation](#)' by Woolley and Fishbach, Association for Psychological Science 2019. A similar point is made [here](#) about the important role of glucose levels in decision-making.

So that will be pizzas for the early evening final push for resolution then! It is all food for thought...

Biography

John Sturrock is the founder and Chief Executive of the Core Solutions Group, Scotland's pre-eminent provider of commercial mediation services. Core is also recognised for its innovative training and coaching in mediation, negotiation and collaborative approaches to conflict and differences. John Sturrock is one of the most experienced commercial mediators in Scotland and has been described in Chambers Guide to the UK Legal Profession as the foremost mediator in Scotland", and is highly ranked in the UK and wider afield. He is also a mediator at Brick Court Chambers in London.

I thought you might enjoy this article from a mediator from Scotland. Not that we will be offering pizza at CDRC mediations anytime soon! This is just a different perspective to take in.