

The Federal Interagency Sharing Neutrals Program Brown Bag Series
Securities and Exchange Commission, Room 4000
Tuesday, March 31, 2009 -- 12:00pm-1:30pm

Challenges and Paradoxes: Positional Bargaining and Mediation

Description: Most Federal Interagency Sharing Neutrals Mediators take a facilitative, interest-based approach to helping parties reach their own, mutually acceptable agreements, instead of a more evaluative, rights- or criteria-based approach. However, if one or more of the parties brings an adversarial negotiating style to the mediation, it can require seemingly paradoxical behavior by the mediator. How can Sharing Neutrals Mediators overcome these challenges to maximize their effectiveness?

Presenter: Jim Thomas, Negotiator, Attorney, and Trainer.

Please RSVP by March 26, 2009 to: snbrownbag@sec.gov

Videoconference: If you would like to participate by video and have ISDN VTC capability, please call 202-572-0218 on March 25th or 26th, between 10:00-11:00 am (ET) to set up a VTC test connect. For technical assistance and setup please call 202-551-8882. This mandatory process will ensure system compatibility.

Teleconference: If you would like to participate by phone, please RSVP and we will send you the call-in number.

Disability Accommodations: If you need disability accommodations contact Leah at meltzerd@sec.gov. Please allow sufficient time for us to make arrangements.

Directions to the SEC: 100 F Street, NE. From the Union Station metro stop (red line), take the escalator at either exit up to the main floor of Union Station. Walk past the train gates to McDonalds. Just before entering McDonalds, turn left and go through the glass doors. Walk down the ramp, down the escalator and then walk straight ahead to the SEC lobby and security. Please bring a photo ID and allow extra time for security processes.

Notices are posted at <http://www.adr.gov/a.htm>

Speaker Bio

Jim Thomas is a Washington, D.C. negotiator, attorney, business owner, speaker, and author. His law practice has focused exclusively on negotiating for the past 30 years, emphasizing mergers and acquisitions and domestic and international business transactions. Mr. Thomas is the author of **Negotiate to Win** and the creator of the **Negotiate to Win Workshop**.

Mr. Thomas was a member of the United States' negotiating team in the successful Intermediate Nuclear Forces (INF) negotiations with the former Soviet Union. He later founded and is now Director Emeritus of Common Ground Seminars, and serves on the faculty of Trump University and the University of Washington's Pacific Coast Banking School. He is a graduate of the University of California at Los Angeles and The Georgetown University Law Center.