



Legal Education  
Society of Alberta

# Collaborative Law Programs

## Benefits of Collaborative Practice:

- Encourages mutual respect
- Identifies and addresses interests and concerns of all parties
- Utilizes a problem-solving approach
- Emphasizes the needs of children



**Discover** the benefits of collaborative practice with these three courses, which are recognized by the collaborative law associations in Alberta.

**Interest Based Negotiations**  
**Mediation of Family & Divorce Conflicts**  
**Basic Collaborative Law**

*Your lifelong partner in continuing legal excellence*



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## LOCATIONS & DATES

### INTEREST BASED NEGOTIATIONS

Edmonton

September 24–27, 2015

Ramada Conference Centre  
11834 Kingsway NW

8:30 AM - 4:30 PM

### MEDIATION OF FAMILY & DIVORCE CONFLICTS

Calgary

November 9–13, 2015

Aloft Calgary University  
359 Banff Trail NW

8:30 AM - 5:00 PM

### BASIC COLLABORATIVE LAW

Edmonton

April 8–9, 2016

Chateau Louis Hotel  
& Conference Centre  
11727 Kingsway NW

8:30 AM - 5:00 PM

### MEDIATION OF FAMILY & DIVORCE CONFLICTS

Calgary

May 16–20, 2016

Best Western Village Park Inn  
1804 Crowchild Trail NW

8:30 AM - 5:00 PM

## Interest Based Negotiations SEMINAR CODE: 31960

**INSTRUCTORS:** Susan L. Zwaenepoel QC, Dr. Graeme Clark,  
E. Leith Martin, Sharlene Yanitski

Communication is a cornerstone of effective interest based negotiation. This training session focuses on developing practical skills, such as active listening, effective questioning, paraphrasing, reframing, and assertive speaking. Role play (with assistance from experienced coaches), interactive learning, and reflection are used to facilitate skill development.

This seminar will discuss the genesis and dynamics of interpersonal conflict as well as negotiation theory and styles. It will also introduce the 5-stage interest based negotiation model.

Learn how to prepare for negotiations, assess alternatives (BATNA), build collaborative climates, and identify positions, issues, and interests. Also discover how to build neutral agendas, shift from positions to interests, explore resolution options, and develop agreements that address the needs and interests of all parties.

### PROFESSIONAL BENEFIT

We negotiate every day, in both our personal and professional lives, but are we effective? By learning about the differences between principled negotiation and adversarial negotiation, you'll be better equipped to negotiate effectively.

*"I found it helpful to be able to converse with other professionals, to run through small group role plays, and to ask additional questions to the facilitators throughout."*

2013 ATTENDEE

## WHO SHOULD ATTEND

These programs are targeted to any practitioner who is interested in becoming a registered Collaborative Professional, wishes to register as a mediator, or intends to practice in the field of dispute resolution.

## Mediation of Family & Divorce Conflicts

This course is approved by the Association for Conflict Resolution (ACR) and is one of only two programs in Canada to receive this course approval.

This course meets the IACP standards for Basic Training for Collaborative Professionals.

# Collaborative Law Programs

LEARNING LEVEL | ALL

## Mediation of Family & Divorce Conflicts SEMINAR CODE: 31971 (NOVEMBER) 31999 (MAY)

**INSTRUCTORS:** Patricia L. Blocksom QC, AOE, Rhoda I. Dobler, Larry Fong Ph.D., R.Psych.

### FIVE DAYS OF INTENSIVE LEARNING

This course will be of interest to professionals who work with family conflicts, including lawyers, judges, accountants, clergy, educators, employee assistance counsellors, marriage and family therapists, professional counsellors, psychologists, and social workers. Join the hundreds of satisfied graduates who have completed this program since 1989.

### COURSE OBJECTIVES

Develop the skills, knowledge, and understanding to build a competent and professional mediation practice.

- Learn the critical skills, strategies, and techniques.
- Understand the necessary theoretical foundations of the mediation process.
- Appreciate the ethical issues and policy considerations in the public and private sector.
- Review communications theory and skills, child development theory, and other relevant information about families.
- Cover relevant legal information, business issues, and financial considerations.
- Consider the concept of justice and the place of mediation in the legal system.
- Develop skills to establish and market a successful mediation practice.

### PROFESSIONAL BENEFIT

The intensity of the course curriculum is designed to help forge a clear sense of the role of professional mediator as distinct from the role of lawyer, judge, counsellor, therapist, or other helping professional.

### COURSE CONTENT

This program includes various components designed to facilitate the learning experience: demonstrations of the mediation process, video-recorded presentations, lecture and discussion, extensive participant simulation exercises with trainer feedback, informal individual consultations, extensive course materials with all the forms necessary for practice, outlines of the mediation process, and detailed checklists of the issues to be addressed in most cases.

The course will address all major issues confronted in the divorce process, as well as many other family conflicts, including child care arrangements, financial issues, property division, and tax planning.

## Basic Collaborative Law SEMINAR CODE: 32004

**INSTRUCTORS:** Susan L. Zwaenepoel QC, E. Leith Martin

The goal of collaborative practice is to provide a method of dispute resolution that encourages mutual respect, allows for open communication, utilizes a problem-solving approach, and identifies and addresses the interests and concerns of all parties, including children.

Learn about the dynamics of interpersonal conflict, negotiation theory, and how to create safe, respectful, and proactive processes for resolving disputes.

Cover the 4 principles of collaborative practice: (1) a pledge not to go to court, (2) an honest exchange of information, (3) good faith negotiations, and (4) a solution that considers the highest priorities of all parties.

Discuss ethical issues, how to screen and advise clients, and the role of lawyers and the law.

Workshops include:

- Overview of the collaborative method
- Making the paradigm shift
- Understanding and explaining the participation agreement
- Helping clients commit to the process
- Working with clients to establish goals and identify interests
- Preparing for 4-way meetings
- Strategies for effective 4-way meetings
- Introduction to collaborating in an interdisciplinary model

To enhance your learning experience, this basic training utilizes interactive, experiential, and lecture elements, including role play, small group discussion, and dialogue.





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## ONLINE REGISTRATION

Immediately reserve your spot in this program. Register online!

- 1 Visit [LESA.org](http://LESA.org)
- 2 Enter the seminar code (see inside the brochure) into the "Search our catalogue" field.
- 3 Add to your cart, complete your purchase, and mark your calendar!

## MORE REGISTRATION OPTIONS

**MAIL:** 2610, 10104 - 103 Avenue,  
Edmonton, Alberta T5J 0H8

**EMAIL:** [lesa@lesa.org](mailto:lesa@lesa.org)

**PHONE:** 780.420.1987

**TOLL FREE IN AB:** 1.800.282.3900

**FAX:** 780.425.0885

- Interest Based Negotiations** September 24–27, 2015 (\$1,395 + GST)
- \*Waitlist\* Mediation of Family & Divorce Conflicts** November 9–13, 2015 (\$1,895 + GST)
- Mediation of Family & Divorce Conflicts** May 16–20, 2016 (\$1,895 + GST)
- Basic Collaborative Law** April 8–9, 2016 (\$795 + GST)

*\*Note: Breakfast and lunch are included for all programs.*

CHECK  
ALL THAT  
APPLY

NAME/NAME FOR TAG: \_\_\_\_\_

FIRM: \_\_\_\_\_

EMAIL/PHONE NUMBER: \_\_\_\_\_

DIETARY RESTRICTIONS/SPECIAL NEEDS: \_\_\_\_\_

CARD NUMBER: \_\_\_\_\_

VISA

MASTERCARD

EXPIRY DATE: \_\_\_\_\_

TOTAL ENCLOSED: \_\_\_\_\_

( Please make cheques payable to the Legal Education Society of Alberta )

## ACCOMMODATIONS

**INTEREST BASED NEGOTIATIONS:** A block of rooms has been secured at the rate of \$125 + taxes for a King Business Class Guestroom. Contact the Ramada Hotel at 1.888.747.4114 to reserve by August 27, 2015.

**MEDIATION OF FAMILY & DIVORCE CONFLICTS (NOV):** A block of rooms has been secured at a rate of \$169 + taxes for a Double Queen or Single King room. Contact Aloft Calgary University at 1.877.462.5638 to reserve by October 8, 2015. Complimentary parking is available on the surface lot; \$10 per night charges apply to use the heated indoor parkade.

**MEDIATION OF FAMILY & DIVORCE CONFLICTS (MAY):** A block of rooms has been secured at a rate of \$149 + taxes for a Standard Double Queen room. Contact Best Western Village Park Inn at 1.888.774.7716 to reserve by April 15, 2016. Complimentary parking is available on the surface lot; \$10 per night charges apply to use the heated indoor parkade.

**BASIC COLLABORATIVE LAW:** A block of King rooms has been secured at the rate of \$126 + taxes (single occupancy) or \$138 + taxes (double occupancy). Contact the Chateau Louis Hotel & Conference Centre at 1.800.661.9843 to reserve by March 7, 2016.

*\*For each reservation: Indicate that you are with the Legal Education Society of Alberta. Reservations made after this date are subject to availability and rates may increase.*

**CANCELLATIONS:** For Basic Collaborative Law, registration fees, less a \$150.00 + GST administration fee, will be refunded for cancellations received in writing at least 30 full business days prior to the seminar. For Mediation of Family & Divorce Conflicts and Interest Based Negotiation, registration fees, less a \$250.00 + GST administration fee, will be refunded for cancellations received in writing at least 30 full business days prior to the seminar. Refunds cannot be given after that date; however, seminar materials, if any, will be forwarded. Registrant substitution is permitted at all times.