



# AAA AU

American Arbitration Association University

## LABOR ARBITRATION ADVOCACY CASE PREPARATION

THURSDAY, JUNE 24, 2010  
TRUMP TAJ MAHAL – ATLANTIC CITY, NJ



A Comprehensive Overview of the Principles of Case Preparation and Presentation Covering:

- ✍ Making the Grievance Process More Effective;
- ✍ Investigating and Preparing Your Case for Arbitration;
- ✍ Procedural Issues at Hearing including Arbitrability and Bifurcation, Subpoena Requests and Evidence Issues;
- ✍ Opening Statement;
- ✍ Proper Examination of Witnesses;
- ✍ Crafting a Persuasive Closing Statement,
- ✍ When a Closing Brief is Preferred, and What it Should Include;
- ✍ Post-Hearing Issues.

**PROGRAM MODERATOR**  
**MARGARET BROGAN, ARBITRATOR**

**FACILITATORS**  
**KRISTINE GRADY DEREWICZ, ESQ., LITTLER MENDELSON**  
**JOHN DiNOME, ESQ., REED SMITH**  
**THOMAS JENNINGS, ESQ., JENNINGS SIGMOND**  
**DANIEL JOHNS, ESQ., BALLARD SPAHR**  
**RICHARD G. POULSON, ESQ., WILLIG WILLIAMS & DAVIDSON**  
**JAMES RUNCKEL, ESQ., SPEAR WILDERMAN**  
**MARVIN J. FELDMAN, ARBITRATOR**  
**JOHN PAUL SIMPKINS, ARBITRATOR**  
**STEVEN WOLF, ARBITRATOR**

American Arbitration Association  
230 South Broad Street, 12<sup>th</sup> Floor  
Philadelphia, PA 19102-4199

[www.adr.org](http://www.adr.org)

# LABOR ARBITRATION ADVOCACY CASE PREPARATION

## Who Should Attend?

Training is designed for Labor and Management representatives in the private and public sectors, including: human resource staff, attorneys, business agents, union representatives, supervisors, shop stewards, personnel specialists and labor arbitrators

## PROGRAM AGENDA

**7:30-8:00 am – Registration and Continental Breakfast**

**8:00 am Welcome and Introductions**

Kenneth Egger, AAA Vice President – Labor, Employment & Elections

**What is the Labor, Employment & Elections Division?**

**8:20 am Making Your Grievance Process More Effective;  
Investigating and Preparing Your Case for Arbitration;  
Tips from the Advocates**

Facilitated by: Kristine Grady Derewicz, James Runckel, Steven Wolf

**9:50 am Case Handling and Procedural Issues at Hearing:  
Arbitrability, Subpoena and Evidence Issues;  
Strategies for Proper Witness Examination**

Facilitated by: John DiNome, Thomas Jennings, John Paul Simpkins

**11:05 am Refreshment Break**

**11:15 am How to Properly Close the Record; Post-Hearing Issues;  
Effective Closing Statements; When to Brief and What  
Brief Should Include; Remedy Issues; Post-Hearing Motions  
for Clarification or Vacating of Award**

Facilitated by: Daniel Johns, Richard Poulson, Marvin Feldman

**12:30 pm Lunch**

**1:30 pm Advocates in the Crossfire: The Advocate Facilitators Respond  
to Thorny Arbitration Issues**

Moderator: Margaret Brogan

**2:50 pm Refreshment Break**

**3:05 pm Arbitrators in the Crossfire: The Arbitrator Facilitators Present  
Insights into the Arbitrator Thought Process by Responding to  
Specific Hypotheticals**

Facilitator: Daniel Johns

**4:20 pm Wrap-Up**

Karen Jalkut, AAA Vice President

**What do you want to know from the AAA?**

**5:00-7:00 pm – Cocktail Reception**



# AAAU

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### REGISTRATION FORM

#### 3 WAYS TO REGISTER

1) **Register online at:** [www.aaauonline.org](http://www.aaauonline.org)

2) **Fax completed form and credit card payment to:** 215.732.5002 Attn: Elaine McLaughlin

3) **Mail completed form with check (payable to American Arbitration Association):**

Elaine McLaughlin, American Arbitration Association, 230 South Broad Street, 12<sup>th</sup> Floor, Philadelphia, PA 19102

**Questions?** Contact Elaine McLaughlin via email at [mclaughline@adr.org](mailto:mclaughline@adr.org) or call 800.383.4208.

#### REGISTRATION POLICY

Fee includes materials, continental breakfast and reception. Complete one form per attendee. Registration form must include payment. No check copies. To cancel, send your written request via email or fax by 6/17 to Elaine McLaughlin for a full refund. We regret that no refunds can be made after this date. Substitutions may be made at any time.

#### CLE POLICY

This program has been approved by the Pennsylvania Continuing Legal Education Board for 6.5 hours of substantive law, practice and procedure CLE credit.

#### HOTEL

Trump Taj Mahal, 1000 Boardwalk at Virginia Avenue Atlantic City, NJ 08401 Phone: 609.449.1000 or 800.825.8786  
A limited number of rooms are available at a reduced rate of \$79. Please ask for Reservations and mention "BAAA."

Name \_\_\_\_\_ Title \_\_\_\_\_

Company/Organization \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Telephone Number \_\_\_\_\_ Fax \_\_\_\_\_

Email \_\_\_\_\_

#### METHOD OF PAYMENT

\_\_\_ **\$225 Early Bird Rate (through 4/30)**    \_\_\_ **\$275.00 Regular Rate (after 4/30)**  
Check # \_\_\_\_\_    \_\_\_ Visa    \_\_\_ MasterCard    \_\_\_ American Express

Name on Card \_\_\_\_\_

Card Number \_\_\_\_\_

Exp. Date (Mo/Yr) \_\_\_\_\_ CSV Number\* \_\_\_\_\_

Billing Address if Different from Above \_\_\_\_\_

Signature \_\_\_\_\_ Date \_\_\_\_\_

*\*3-digit security code on back of Visa and MasterCard; 4-digit code on the front of American Express card.*

Please note that none of the information provided by the AAA or its faculty can be considered legal advice. Program #49-700-001-10