

## **MICHAEL E. DICKSTEIN**

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### **EDUCATION**

**HARVARD LAW SCHOOL, J.D.** 1985  
**HARVARD UNIVERSITY, A.B.** 1981

### **WORK EXPERIENCE-GENERAL**

**MEDIATOR, ARBITRATOR, ADR INSTRUCTOR, & CONSULTANT** 1992-  
**Dickstein Dispute Resolution**

I have successfully mediated a wide variety of cases to settlements (including disputes involving class action, employment, commercial, contract, intellectual property, real estate, personal injury, tort, discrimination, malpractice, construction defect, franchise and defamation issues). Examples include: mediating a series of more than 20 interconnected wage and hour class actions, with over a billion dollars in dispute; mediating an international trademark dispute involving the wine labels of a leading American and a leading European wine producer; mediating a discrimination class action, involving a university's structuring of its sports program, and provision of facilities and opportunities for women; facilitating contract negotiations between the theater actors of Canada and its major theaters; mediating the intellectual property, tangible property, contract, and discrimination issues between a well-known dance company and its artistic director; being chosen to help mediate, arbitrate, and allocate settlement funds with respect to thousands of sex and race discrimination claims against several major financial institutions; facilitating the discussions between a nationwide non-profit, its CFO, its regional advisory board, its regional executive director, and its regional staff.

**Class Actions:** I have mediated over 400 class actions across North America (including in New York, Toronto, Chicago, Boston, Washington D.C., Philadelphia, Pittsburgh, Montreal, Detroit, Atlanta, Nashville, Houston, Minneapolis, Columbus, Kansas City, Portland, Las Vegas, San Francisco, Los Angeles, San Diego and Orange County), with class sizes ranging from fewer than 100 class members to over 470,000. These actions have included wage, consumer, discrimination, and employment issues, and ranged across industries including the financial, retail, technology, government, restaurant, transportation, medical, customer service, security, sales, academic, casino, and service industries.

**JUDGE PRO TEM/MEDIATOR** 1992-  
**San Francisco Superior & Municipal Courts, & Alameda Municipal Court**

I have worked as a mediator/settlement judge in the Superior Courts, a trial judge in Small Claims Court, and an appeals judge in Superior Court.

**LECTURER** 2005-  
**Stanford Law School**

I teach negotiation and mediation to law, business and other students, as a member of the Gould Center for Conflict Resolution.

**PARTNER** 1992  
**ASSOCIATE** 1985-91

**Heller, Ehrman, White & McAuliffe-** San Francisco office  
(One of the leading American law firms at that time, it had approximately 700 lawyers worldwide)

As a partner, and an associate, I assessed, managed and successfully resolved complex employment, litigation, commercial, contract, immigration, and environmental issues. My cases varied from large class actions, to individual disputes, and from lawsuits to resolve the meaning of a policy affecting tens of thousands, to solitary contract disputes. My clients ranged from major national banks and corporations to public interest groups, and from a plaintiff class of over 300 people, to individual named defendants.

#### ADDITIONAL TEACHING EXPERIENCE

**ADJUNCT PROFESSOR** 2003-2004

**University of San Francisco (MBA program)**

I designed and taught courses on “The Art of Negotiation, Mediation, and Conflict Resolution in Business” to MBA students.

**MEDIATION & NEGOTIATION INSTRUCTOR** 1996-

**Stitt, Feld et al. (The Law Schools of the Universities of Notre Dame, Melbourne, and Windsor); The U.S District Court for N.D. CA; MWI; Mobius; Other leading ADR groups.**

I teach introductory and advanced classes on negotiation and mediation worldwide. I have taught professional organizations, corporations, judges, executives, attorneys, academics, senior military officers, legislators, professionals, civil servants, HR representatives, actors, salespeople, IT workers, and the general public (for details see “Selected Presentations & Teaching”).

**LECTURER IN APPELLATE ADVOCACY** 1990

**Boalt Hall Law School (U.C. Berkeley)**

I taught legal writing, oral advocacy, and sexual discrimination law to first year law students.

#### MEDIATION & ADR PANEL MEMBERSHIPS

**-ADR Chambers International (the leading Canadian International Arbitration and Mediation Organization):** Mediation & Arbitration Panel

**-U.S. District Court for the Northern District of California:** Mediation Panel

**-California Court of Appeals:** Mediation Panel

**-San Mateo Superior Court Multi-option ADR Project:** Arbitration, Early Neutral Evaluation, Mediation, and Settlement Conference Panels

**-Santa Clara Superior Court:** Early Neutral Evaluation and Mediation Panels

**-Marin Superior Court/ Marin County Bar Ass’n:** ADR Panels

**-Contra Costa Superior Court:** Mediation, Pro Tem, and Settlement Conference Panels

**-Merrill Lynch Claims Resolution Processes:** Neutral in individualized claims process for class action of 700 African Americans, and on mediation panel for class action of 900 women

**-Smith Barney Dispute Resolution Process:** Arbitration Panels for employment class action

#### SELECTED PUBLICATIONS

**-“A day in the life of a Federal mediator...”,** interview comments on NPR’s “Marketplace”, October 18, 2013.

-**"8 Steps to Negotiating a Deal."**, *CNN.com* (labeled a "Must Read" by CNN), October 10, 2013.

-**"The 10 Fastest Ways To Insure A Bad Result In Class Action Mediations"**, *Canadian Arbitration and Mediation Journal*, Vol. 19 No 1 Spring 2010.

-**"Let's NOT Just Get To The Point: Effectively Mediating Class Action Settlements"**, *American Bar Association Class Action and Derivative Suit Newsletter*, Vol. 18 No. 3 Spring/Summer 2008.

-**"Balancing Act"**, dialogue on ADR between 7 "leaders from both the bar and dispute resolution field", *Daily Journal Extra*, January 20, 2004, p. 12-17.

-**"Arbitration of Discrimination Claims in the Ninth Circuit" and "Arbitration of Discrimination Claims: The Fog Shrouded Ninth Circuit"**, summaries for the National Employment Law Institute's Human Resources Workbook (2002) and Employment Discrimination Law Update Manual (2001).

-**"Preparing for, and Attending, Mediation"**, a chapter in the *Alternative Dispute Resolution Practice Manual*, published by CCH Canadian Limited (2000).

-**"Mediating Employment Disputes"**, a chapter in the National Employment Law Institute's 2003 Employment Litigation Workbook, 2001 Employment Law Briefing Manual, 2001 Employment Litigation Workbook, 2000 Employment Law Litigation Manual, and 1999 Employment Discrimination Law Update Manual.

-**"Revitalizing the International Law Governing Concession Agreements"**, 6 Int'l Tax and Bus. Law. 54 (1988 U.C. Berkeley). Excerpted and republished in Weston, Falk & D'Amato, *International Law and World Order* (2d ed. 1990).

-**"Canada's Example Shows Drawback of English-Only Laws"**, Chicago Tribune, May 13 1997. Republished in *The Contemporary Reader* (6th ed. 1998), G. Goshgarian editor (a college level English text containing notable essays on contemporary issues by writers that have included Alice Walker, Arthur Schlesinger, Dave Barry, Maya Angelou, Camille Paglia, Susan Faludi, Cornel West, and William Bennett).

#### SELECTED PRESENTATIONS & TEACHING

-**Negotiation Essentials**, given to Meridiam executives & public infrastructure investment negotiators, Paris, France September 15-6, 2016; Paris, France March 21-4, 2016; Lakeville CT, November 19-20, 2015.

-**Mediating FLSA Cases**, given to the ABA ADR in Labor and Employment Law Committee, Palm Springs CA, February 13, 2015.

-**Strategizing Before a Negotiation**, given to lawyers attending the Practicing Law Institute, San Francisco, January 12, 2015 and January 13, 2014.

-**The Challenge of Negotiation**, given to counsel at Perkins Coie law firm retreat, La Jolla, CA, June 13, 2014.

-**Building a Career in ADR**, given to the American Arbitration Association Higginbotham Fellows (A program for "up and coming diverse alternative dispute resolution professionals"), May 16, 2014.

-**Applied Mediation Course**, given to employees of the Government of Nunavut, Iqaluit, Canada, February 18-21, 2014.

- Enhanced Negotiation Skills Workshop**, given to the United Food & Commercial Workers Union (UFCW) locals 175 & 633, Niagara-on-the Lake ON, June 24-26, 2013.
- Applied ADR Workshop**, given to advanced participants (including senior bureaucrats, senior educators, lawyers, and HR representatives), Toronto ON, June 12-13, 2013.
- Advanced Negotiation Training**, given to General Dynamics, London ON, November 14-15, 2012.
- Successfully Mediating Multi-Party Cases: Looking Beyond The Litigation**, given to the Marin County Bar Association, Marin CA, October 17, 2012.
- Mediating Wage & Hour Class Actions**, given to inhouse and outside employment counsel, Calistoga, CA, March 11, 2011.
- Difficult Conversations and Negotiation**, given to lawyers at Devry Smith law firm, Deerhurst, Ontario, February 17, 2011.
- Navigating The Client Landscape**, given to lawyers at McCarthy Tetrault law firm, Toronto, Ontario, October 29, 2010.
- Class Action Summit: Effectively Mediating and Settling Class Actions**, given to clients and attorneys of Littler Mendelson law firm, Rancho Palos Verdes, California, September 23, 2010.
- Basic Negotiation Course**, given to law students at Shantou University, Shantou, China, March 10-22, 2010.
- What's the Problem? An Exploration of the Analytical Frameworks Mediators, Lawyers and Parties Bring to the Mediation Table**, given to the California Dispute Resolution Council's Conference, San Francisco, CA, October 17, 2009.
- Mediation Skills Training/ Expanding the Mediation Tool Kit**, given to barristers, solicitors and retired judges, in conjunction with ADR Chambers, London and Norwich, England, June 23-26 and June 22, 2009.
- Class Action Mediation Training**, given as part of the Impact Fund's "Class Action Training Institute", May 30, 2009.
- Building Negotiation Skills**, given to principals of McKinsey & Company, Chicago, Ill., March 12-13, 2009.
- "Ethical Issues in the Mediation and Settlement of Class and Collective Actions"**, a teleseminar/webcast, sponsored by the American Bar Association, March 11, 2009.
- Building Negotiation Skills**, given to principals of McKinsey & Company, Erbach Germany, March 2-3 & February 5-6, 2009.
- The Music of Negotiation: A Conversation in Concert**, with the St. Lawrence String Quartet and Rob Kapilow, given to the public, at Stanford University, Palo Alto, California, October 30, 2008.
- Building Negotiation Skills**, given to principals of McKinsey & Company, Frankfurt Germany, October 16-17, 2008.
- "Challenges for Advanced Practitioners: A Dialogue"** and **"Blazing Your Own ADR Path"**, given at the Association for Conflict Resolution's annual conference, Austin, Texas, September 25 & 27, 2008.

- Mediating Employment Class Actions: Lessons From The US Experience**, given to the Law Society of Ontario's *Six-Minute Employment Lawyer 2008* program, Toronto, Ontario, June 12, 2008.
- Class Action Summit and Roundtable: Mediation Mistakes and Challenges**, given to clients and attorneys of Littler Mendelson law firm, Laguna Beach, California, March 6 2008.
- Labour Negotiations Workshop**, given to the government of Bermuda's core negotiating team, heads of departments, and other key negotiators, Bermuda, December 10-14, 2007.
- Negotiation Skills Workshops**, given to product and sales employees of Analog Devices , Munich, Germany and Paris, France, May 8-11, 2007.
- Effective Negotiation Training**, given to commercial bankers with the Canadian Imperial Bank of Commerce, Toronto, Canada, February 6-7, 2007.
- Intensive Negotiation Training**, given to Vertex Corporation, Berwyn, Pennsylvania, November 7-9, 2006.
- Mediation Training**, given to the Chartered Institute of Arbitrators, Hamilton, Bermuda, June 28-July 1, 2006.
- Negotiation Advocacy Training**, given to the lawyers of Munger, Tolles et al. at their annual retreat, Torrey Pines, California, May 20, 2006.
- "Expectations, Skills and Success in Mediation: An Interactive Discussion Between Leading Mediators, Advocates, and Court Administrators"**, given to the Mediation Society and Bar Association of San Francisco, San Francisco, California, April 28, 2006.
- Negotiation Skills Workshop**, given to senior executives, sales employees, landscape architects, and other employees of Marianni Landscape, Chicago, Illinois, January 30-31, 2006.
- Advanced Mediation and Negotiation Training**, given to a group including senior members of the military, judiciary, legislature and government, Port of Spain, Trinidad, November 29-December 2, 2005.
- Negotiation Advocacy for Litigation and Transactional Intellectual Property Lawyers**: a half-day program given to attorneys in the Intellectual Property department of Sheppard Mullin law firm, Dana Point, CA, November 12, 2005.
- "Mediation and Settlement Strategies for Class and Collective Actions"**, given to the National Employment Lawyers Association (NELA), Cambridge, Massachusetts, October 14, 2005.
- Intensive Negotiation Training**, given to employees at Vertex Corporation, Berwyn, Pennsylvania, April 26-28, 2005.
- Negotiation Advocacy: What litigators and corporate attorneys can learn from each other**, a half-day program given to attorneys in the bankruptcy and finance departments of Sheppard Mullin law firm, San Diego, CA, October 23, 2004.
- 1) **"The Advanced Practitioner at Work: Challenges and Emerging Issues for Workplace Mediators"**;  
2) **"Building and Expanding an Employment, Labor and Workplace Conflict Resolution Practice"**;  
and 3) **"Dialogue with the Joint Leadership of the ACR Workplace and Organizational Conflict Management (OCM) Sections"**, given at the Association for Conflict Resolution's annual conference, Sacramento, California, September 29-October 2, 2004.
- Alternative Dispute Resolution Workshop**, given in conjunction with the Bahamas Trade Union Congress, to top trade union officials, CEO's and corporate representatives, Freeport, Bahamas, August 23-26, 2004.

-**“Alternative Dispute Resolution of EEO Claims”** given to the National Employment Law Institute’s Employment Discrimination Law Update, San Francisco, California, July 22, 2004 & Chicago, Illinois, July 29, 2004.

-**Alternative Dispute Resolution Workshop**, opened by the Minister of Labour and closed by the Prime Minister of the Bahamas, given in conjunction with the Bahamas Trade Union Congress, to top trade union officials, corporate representatives, and adjudicators, Nassau, Bahamas, May 24-28, 2004.

-**Designing and Implementing Corporate ADR Programs**, given to the National Employment Law Institute’s Human Resources Conference, San Francisco, CA, May 6, 2004.

-**“Negotiating with Similarities and Differences: Lessons from Working Internationally”** given to law students at Hastings Law School, San Francisco, California, March 30, 2004.

-**Mediation Advocacy Training**, given on behalf of the Federal District Court for the Northern District of California, to attorneys offering *pro bono* representation in Federal Court mediations, San Francisco, CA, February 11, 2004.

-**“Mediation Training”** given to commissioners/judges of the Australian Industrial Relations Commission, Melbourne, Australia, October 7-10, 2003.

-**“Mediation Advocacy: Thinking Like A Mediator To Get The Most For Your Employment Clients”** given to the National Employment Lawyers Association, Vail, Colorado, June 27, 2003.

-**“Mediation Advocacy”** given to the National Employment Law Institute’s Employment Litigation Workshop, San Francisco, California, June 13, 2003.

-**“Lessons in Mediation and Negotiation Learned from Working Internationally”** given to law students at Hastings Law School, San Francisco, California, April 1, 2003.

-**Negotiation Training**, given to senior executives(including CEO, CFO, and COO) of Norcal, St. Helena, California, March 12, 2003

-**Negotiation & Mediation Training**, given to the public at the Glenree Centre for Reconciliation, Wicklow, Ireland, February 25-28, 2003.

-**Panel Discussion: Negotiators Speak on Negotiation**, given to the Princeton Club of Northern California, Palo Alto, California, February 12, 2003.

-**“Negotiation In The Workplace”**, given to students at the University of San Francisco, School of Business and Management, San Francisco, California, October 1, 2002.

-**“Speaking Softly and Carrying a Big Stick: How to Get More Through Negotiation and Mediation”**, given to the Barristers Club of San Francisco, Solo & Small Firm Practitioner Committee, San Francisco, California, September 19, 2002.

-**Negotiation & Mediation Training**, given to representatives of the St. Lucia Board of Education, and the top administrators of Sir Arthur Lewis Community College, in conjunction with the Stitt, Feld, Handy Group, Castries, Saint Lucia, June 25-27, 2002.

-**“Negotiating Like A Lawyer: How To Talk Your Parents Into Almost Anything”**, given to highschool seniors on behalf of the U.S. District Court for the Northern District of California, San Francisco, California, May 29, 2002.

- Intensive Negotiation Training**, given at Vertex Corporation, in conjunction with Stitt, Feld, Handy Group, Berwyn, Pennsylvania, May 15-17, 2002, October 24-26, 2001, and June 26-28, 2001.
- “Developments Affecting Arbitration & Mediation of Employment Disputes”**, given to the National Employment Law Institute’s Human Resource Institute, San Francisco, California, May 9, 2002.
- Negotiation & Mediation Training**, given to Human Resource professionals, and managers, of Agriculture Canada, in conjunction with Stitt, Feld et al., Winnipeg, Canada, March 18-21, 2002.
- Stanford Mediation Seminar**, coached Stanford Law Students in mediation techniques, Palo Alto, California, January 14, 2002.
- “From International Training to Domestic Mediation: When Theory Meets Reality”**, given to the Bar Association of San Francisco, ADR section, San Francisco, California, January 10, 2002.
- “Arbitration of Discrimination Claims”**, given to the National Employment Law Institute’s Employment Discrimination Law Update conference, San Francisco, California, July 20, 2001.
- Mediation Training**, given to the Farm Income Programs Directorate of Agriculture Canada, in conjunction with Stitt, Feld et al., Winnipeg, Canada, June 20-22, 2001.
- Negotiation & Mediation Training**, given to the public in conjunction with the Trillium Group and the University of Notre Dame Law School, Seattle, Washington, May 15-18, 2001.
- Mediation Training**, given to arbitrators of the London Maritime Arbitrators Association, in conjunction with the Trillium group, London, England, May 1-4, 2001.
- “Mediation Advocacy”**, given to the National Employment Law Institute’s Employment Law Briefing conference, in Breckenridge, Colorado, March 1, 2001.
- Mediation Training**, given to lawyers and mediators in the litigation and ADR sections of the Washington State Bar Association, Seattle, Washington, January 22, 2001.
- Negotiation Training**, given to executives and lawyers for Amdocs corporation, with Mediation Works Incorporated, St. Louis, Missouri, December 4-6, 2000.
- Advanced & Introductory Mediation and Negotiation trainings**, given to the public in conjunction with the Trillium group and the University of Melbourne, Melbourne, Australia, November 14-17, 2000(introductory), November 21-24, 2000 (advanced).
- Mediation Training**, given to retired Court of Appeals and High Court judges, senior barristers(QC’s), and other prominent barristers and solicitors, chosen for training by ADR Chambers (a mediation group composed of retired judges and senior lawyers), London, England, July 3-6, 2000
- Negotiation Training**, given to Deans and academic directors of Centennial College, with Stitt Feld et al., Toronto, Canada, June 25-27, 2000.
- Training for Special Mediation Counsel**, given on behalf of the Federal District Court for the Northern District of California, to attorneys offering *pro bono* representation in Federal Court mediations, San Francisco, CA, June 12, 2000.
- “Mediation Advocacy”**, given to the National Employment Law Institute’s Employment Law Litigation conference, San Francisco, CA, June 8, 2000.

-**Advanced Mediation Training**, given to the public, with the Trillium Group and the University of Notre Dame Law School, Phoenix, AZ, March 28-31, 2000.

-**“The Power of Mediation: What Litigators and Business Lawyers Can Learn From Each Other”**, given to the Marin County Bar Association, Business Law and ADR sections, San Rafael, CA, March 16, 2000.

-**“Mediation in the USA and Canada”**, given to the judges on the Victorian Civil and Administrative Tribunal, Melbourne, Australia, March 8, 2000.

-**Mediation Training for the Australian Industrial Relations Board**, given to judges and commissioners on the Board, with Stitt, Feld et al. and the University of Melbourne, Melbourne, Australia, March 7-10, 2000.

-**Mediation and Negotiation Training**, given to the public, with the Trillium Group and the University of Notre Dame Law School, Cleveland, OH, January 18-21, 2000 and May 25-28, 1999.

-**Mediation and Negotiation Training for the British Dental Association**, with the Trillium Group, London, England, October 20-22, 1999.

-**“Mediating Equal Employment Opportunity Disputes”**, given to the National Employment Law Institute’s Employment Discrimination Law Update Seminar, San Francisco, CA, July 22, 1999.

-**Mediation and Negotiation Training**, given to the public, with Stitt, Feld et al. and the University of Windsor, Port of Spain, Trinidad, June 22-25, 1999.

-**“Mediation and Approaches to Negotiation”**, part of a presentation to Baker & McKenzie law firm at their firm retreat, San Francisco, CA, May 1, 1999.

## **PROFESSIONAL ACTIVITIES & QUALIFICATIONS**

**BAR MEMBERSHIPS & COURT ADMISSIONS:** I have been a member of the California Bar since 1985, and am admitted to practice before the California Supreme Court, California Trial Courts and Courts of Appeal, United States Court of Appeals for the Ninth Circuit, and United States District Courts for the Northern and Eastern Districts of California.

**DISTINGUISHED FELLOW:** International Academy of Mediators.

**ADVANCED PRACTITIONER, MEDIATION:** Association for Conflict Resolution, Workplace Section.

**PROFESSIONAL RECOGNITION:** Northern California “Super Lawyer” (ADR) 2006, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016 (5% of lawyers chosen); Who’s Who of American Lawyers; Who’s Who in America; Who’s Who in the World.

### **ADVISORY BOARD**

2004-

### **NATIONAL CO-CHAIR**

2001-2004

### **Workplace Section of ACR** (Association for Conflict Resolution)

I am now on the advisory board of, and formerly ran, this approximately 1,100 member section of the leading organization for professionals in dispute resolution.

**LANGUAGES:** English and French