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Harrie Samaras
hsamaras@comcast.net
610.430.8389

**Harrie Samaras Presents and Writes on Mediation Advocacy
for the Pennsylvania Bar Institute and the Legal Intelligencer**

West Chester, Pa. – Harrie Samaras was a planner and presenter of a half-day program on *Mediation Advocacy for Commercial and Intellectual Property Disputes*. The program, offered by the Pennsylvania Bar Institute on January 19, 2012, was presented live in Philadelphia and simulcast to Pittsburgh and Mechanicsburg.

The program provided practitioners with practical skills for effectively representing their clients in mediations of commercial and intellectual property disputes. Course topics covered were: understanding and leveraging the mediation process; preparing for mediation; honing mediation advocacy skills, overcoming obstacles and the top 10 mistakes to avoid.

Harrie has co-authored a series of articles for the Legal Intelligencer on mediation advocacy. These short articles are packed with practical tips for counsel and clients. The articles begin with assessing the mediation clause and cover various issues parties face during the mediation process (e.g., getting the other party to the table, preparing to negotiate, pre-mediation submissions, opening statements, caucuses, preparing for settlement). The articles are accessible on the following website: <http://www.ablr.biz/publications.html>.

Harrie is also an author and editor of the book *ADR Advocacy, Strategies, and Practice for Intellectual Property Cases* that provides practical guidance on mediation advocacy. For more information see: <http://apps.americanbar.org/abastore/index.cfm?section=main&fm=Product.AddToCart&pid=5370195>.

About the ADR & Law Office of Harrie Samaras, LLC

The ADR and Law Office of Harrie Samaras specializes in helping parties resolve disputes, both U.S. and international. The ADR services that the firm provides include Arbitration, Mediation, Early Neutral Evaluation, ADR Counseling and case evaluation. More information about the firm can be found at www.harriesamaras.com.