

mediation with Jeffrey Krivis

• Recognize • Improvise • Harmonize • Resolve

Improvitational Negotiation. This phrase summarizes Krivis' philosophy for a successful and dynamic mediated negotiation. A successful mediation needs both keen legal insight gained from years of litigation experience and cannot be scripted.

Exploring this idea with further study led Krivis to venture on the stage as a stand-up comedian.

Ultimately, he authored a book entitled *Improvitational Negotiation: A Mediator's Stories of Conflict About Love, Money and Anger – and the Strategies that Resolved Them* (Wiley/Jossey-Bass 2006). This book received the 2006 Outstanding Book Award from the CPR International Institute for Conflict Prevention & Resolution.

Krivis began his mediation practice in 1989 breaking open a niche in the Southern California dispute resolution landscape. He crafted a process that sets the stage for successful resolution. Through improvising, harmonizing, and always closing, he has resolved thousands of disputes including wage and hour and consumer class actions, entertainment, mass tort, employment, business, complex insurance, product liability and wrongful death matters.

Dedicated to improving the field of alternative dispute resolution, Krivis regularly shares his expertise in negotiation and mediation skills to lawyers and judges. He has been a long serving adjunct professor at the Straus Institute for Dispute Resolution at Pepperdine University School of Law and serves on the advisory council of the Monterey Law School.

Another popular book he penned is *How To Make Money As A Mediator And Create Value For Everyone* (Wiley/Jossey-Bass 2006) and he is a contributing author to the book *Stories Mediators Tell*, published in 2012 by the American Bar Association Section of Dispute Resolution. As a recognized thought leader, his byline appears on many articles and commentaries on mediation trends and best practices.

Krivis is a past president of both the International Academy of Mediators and the Southern California Mediation Association, and served as a Council Member of the Section on Dispute Resolution for the ABA. He has received several awards from a variety of associations and publications including being named a "Power Mediator" in the entertainment industry by *The Hollywood Reporter*. His peers have voted him "Super Lawyer" every year since inception in the Thomas Reuters publication. He has also been named "Mediator of the Year" several times by the "Best Lawyer" publication. He is an AV rated lawyer by Martindale-Hubbell.

Krivis practices primarily in Southern California, San Francisco and Monterey, California. He enjoys golf, photography, and music including blues guitar, jazz, Bob Dylan, and the Beatles. Recently, he made a pilgrimage to Liverpool to revel in the birthplace of the Beatles. He lives in Southern California with his wife Amy. He has two married daughters and two grandchildren.



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