



NEGOTIATION STRATEGIES And Ethics for Paralegals

Chair: Miray Cheskes Granovsky, Deputy Judge
Ontario Small Claims Court

October 22, 2018

9:00 a.m. to 12:00 p.m.

Total CPD Hours = 2 h Substantive + 30 m Professionalism 

**Law Society of Ontario
Donald Lamont Learning Centre
130 Queen St. W.
Toronto, ON**



SKU CLE18-0100701

Agenda

9:00 a.m. – 9:10 a.m.

Welcome & Opening Remarks

Miray Cheskes Granovsky, Deputy Judge
Ontario Small Claims Court

9:10 a.m. – 9:35 a.m.	Factors at Play in Negotiation Philosophy (15 Minutes ) Miray Cheskes Granovsky, Deputy Judge <i>Ontario Small Claims Court</i>
9:35 a.m. – 9:55 a.m.	Try Your Hand: Hands-On Exercise Miray Cheskes Granovsky, Deputy Judge <i>Ontario Small Claims Court</i> Umta Shino, <i>Precision Paralegal Services LLP</i>
9:55 a.m. – 10:15 a.m.	Large Group Debrief Miray Cheskes Granovsky, Deputy Judge <i>Ontario Small Claims Court</i> Umta Shino, <i>Precision Paralegal Services LLP</i>
10:15 a.m. – 10:25 a.m.	Question and Answer Session
10:25 a.m. – 10:40 a.m.	Coffee and Networking Break
10:40 a.m. – 11:05 a.m.	Review of the Rules of the Small Claims Court for Settlement Conferences Anne McNeely, Deputy Judge <i>Ontario Small Claims Court</i>
11:05 a.m. – 11:25 a.m.	The Role of Confidentiality in Negotiation: Knowing Your Ethical Obligations (15 Minutes ) Christopher Ashby, Deputy Judge <i>Ontario Small Claims Court</i>

11:25 a.m. – 11:55 a.m. Observations from the Field: Deputy Judges' Panel

Moderator: Umta Shino, *Precision Paralegal Services LLP*

Panelists: Christopher Ashby, Deputy Judge
 Ontario Small Claims Court

 Miray Cheskes Granovsky, Deputy Judge
 Ontario Small Claims Court

 Robert Kay, Retired Deputy Judge

11:55 a.m. – 12:00 p.m. Question and Answer Session

12:00 p.m. Program Ends