

DWIGHT GOLANN

120 Tremont Street
Boston, MA 02108

617-909-7900
dgolann@suffolk.edu

Current Position:

Research Professor, University of California–San Francisco and Suffolk University Law School

Education:

B.A. (Economics), Amherst College
J.D. Harvard Law School

Honors:

- Lifetime Achievement Award, American College of Civil Trial Mediators
- Honorary Membership, International Academy of Mediators
- Education Award, Institute of Chartered Mediators and Arbitrators of East Africa
- Award for Outstanding Scholarship in Dispute Resolution, American Bar Association
- Winner, CPR Institute Book and Article Awards

Past Positions and Activities:

- Visiting Professor: Program of Instruction for Lawyers at Harvard Law School, University of Oregon, Boston University, Pepperdine University, National Law School of India University
- Visiting Scholar: Harvard Program on Negotiation, ADR Center of Rome
- Scholar in Residence, International Academy of Mediators
- Chair, ADR Section, American Association of Law Schools
- Co-chair, ADR Committee of the Boston Bar Association
- Chair, Consumer Advisory Council to the Governors of the Federal Reserve
- Chair, Dispute Resolution Programs, ABA Section of Litigation and Business Law Section
- Chair, Consumer Financial Services Committee, ABA Section of Business Law
- Member, Advisory Committee on ADR, Federal District Court (Massachusetts)
- Chief, Government Bureau and Trial Division and Deputy Chief, Public Protection Bureau, Attorney General of Massachusetts
- Special Prosecutor, Essex County District Attorney
- Clinical Instructor, Harvard Law School
- Attorney, Snyder, Tepper and Berlin and Hinckley Allen, Boston

Publications:

Books

- *Resolving Disputes: Law, Theory and Practice*, (co-author) (Aspen Publishers)
- *Mediating Legal Disputes: Effective Strategies for Lawyers and Mediators* (American Bar Association)
- *Sharing a Mediator's Powers: Effective Representation in Settlement* (American Bar Association)
- *Mediation: The Role of the Lawyer and of the Neutral* (co-author) (Aspen Publishers)
- *Lawyer Negotiation* (co-author) (Aspen Publishers)
- *Mediation Advocacy: The Role of Lawyers in Mediation* (European Union Civil Justice Project) (Ebook, translated in eight languages)

Articles (selected)

- "I Sometimes Catch Myself Looking Angry or Tired ...": *The Impact of Mediating by Zoom*," 39 *Alternatives* 55 (2021)
- "How Mediators Evaluate: Through Words, Gestures, and Sometimes Participants' Silence," 38 *Alternatives* 15 (2020)
- "Death of a Settlement," 46 *Litig. J.* 33 (2020)
- "Beyond Abstinence: Safe and Impartial Evaluation Can Be Effective in Mediation," 46 *Disp. Resol. Mag.* 22 (2020)
- "The Role of Loss in Legal Negotiation," 34 *Ohio St. J. on Disp. Resol.* 333 (2019)
- "The Supreme Court Case We Should Have Mediated," *Disp. Resol. Mag.* 39 (2015)
- "Beyond Brainstorming: The Special Barriers to Interest-Based Mediation, and Techniques to Overcome Them," *Disp. Resol. Mag.* 22 (Fall 2011)
- "Coping with 'Insulting' First Offers," *Negotiation* 8 (Harvard P.O.N.) (2011)
- "Nearing the Finish Line: Dealing with Impasse in Commercial Mediation," 15 *Disp. Resol. Mag.* 4 (2009)

Videos

- Multiple videos concerning negotiation, mediation and counseling techniques, available at www.adrvideo.org

Recent Presentations

2023

- *Barcelona Arbitration Center Annual Meeting: Why Negotiations Fail*
- *North Carolina Dispute Resolution Commission Annual Meeting: Insulting First Offers*
- *Annual Meeting of Federal Court Mediators: Dealing with Loss*
- *Annual Meeting of the Dispute Resolution Section of the American Bar Association: Strategies for Dealing with Difficult Adversaries*
- *City University of Hong Kong: Barriers to Settlement*

2022

- *New Jersey Garibaldi Inn of Court: Effective Evaluation in Mediation*
- *Massachusetts Continuing Legal Education: Effective Advocacy in Mediation*
- *Massachusetts Bar Association: The Disappearance of the Joint Session*
- *Tennessee Association of Professional Mediators Annual Meeting (Keynote Speaker)*
- *Annual Meeting of the Dispute Resolution Section of the American Bar Association: Dealing with Insulting First Offers*

2021

- *Mediation Training Institute of East Africa: Advanced Training*
- *National Chinese University of Hong Kong: Mediation Advocacy*
- *University of Trento, Italy: Mediation Advocacy*
- *Annual Meeting of the American Bar Association ADR Section: Evaluation in Mediation*
- *Annual Meeting of the ADR Section of the Bar Association of Utah (Keynote Speaker)*
- *Annual Meeting of the ADR Section of the Bar Association of Arizona (Keynote Speaker)*
- *Massachusetts Continuing Legal Education: Dealing with Difficult Adversaries*
- *Hong Kong International Arbitration Center: Confidentiality in Mediation*
- *Houston Bar Association: Effective Evaluation in Mediation*
- *Resolutia, Italy: Advanced Mediation Training*
- *Mediation Summit of East Africa: Evaluation and Advocacy in Mediation*