



Mediator Full Profile



Mr. JEROME LANDAU

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United States

Experience Qualification Path

Category 2: American Arbitration Association

Mediation locations

United States - AZ

Mediation languages

English

Current position and background

Since the mid-1970s Jerome Allan Landau has served as a domestic and international attorney, Mediator and Arbitrator of business, commercial, transactional, civil, construction, real estate, family partnership and healthcare matters related to a variety of industries. He is a member of the American Arbitration Association's National Roster of Neutrals serving as a Mediator or Arbitrator, and serves as an adviser to AAA through its Phoenix Advisory Council. Other national mediation and arbitration panels to which he has been accepted include the Construction Arbitration Services, the National Center for Dispute Settlement, the Construction Dispute Resolution Services, the United States District Court (Arizona), the Superior Court (Maricopa County, Arizona). Mr. Landau is a Judge Pro Tem of the Superior Court (Maricopa County), an invited presenter at the United Nations and has trained dispute resolution professionals.

BUSINESS: As Founder and Executive of 4 international businesses, a business adviser and Executive Coach and as a security consultant to domestic and international businesses and governments, Mr. Landau's experience includes, but is not limited to, business, corporate, complex transactional and commercial matters, contracts, franchises, leases, mergers & acquisitions, international trade, government consultation, construction, real estate (development, acquisition and licensed brokerage); healthcare (former Chair of a medical foundation), intellectual properties and franchises.

INTERNATIONAL: Clients in Europe, Middle and Far East, India and the Country of Bhutan.

FULL BIO AT www.aaamediation.com



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Main mediation practice areas

Areas of experience and interest as a Mediator include:

Business

Corporate

Commercial

Contracts

Complex transactions

Mergers & acquisitions

Construction (legal and business)

Real Estate (legal and brokerage)

Healthcare & Medical Practices (legal and as former Chair of Medical Foundation)

Family Partnership

Franchises

Licensing

Shariah Law

Trainer of ADR Professionals

Mediation experience

Mr. Landau began his mediation career in the mid-1970s and has mediated and facilitated the resolution of disputes in a variety of professional fields including commercial, business, healthcare, intellectual property, real estate, construction and shareholder disputes. Many disputes involved multi-million dollar claims.

He has in excess of 400 hours of training in the fields of dispute resolution and facilitation; including training programs he has presented to dispute resolution professionals and at the United Nations.

Description of mediation style

Many different styles of mediation are taught under such titles as evaluative, transformative or facilitative. Although each style is lauded by its proponents, it is my belief that to limit oneself to a single style is to limit and constrain the boundaries of possibility in serving parties in conflict. Each style presents tools that a mediator can call upon in a given situation yet should not be restricted to using.

Every mediation is different, as are the parties. Sometimes "silence" is appropriate, other times the parties are looking for skillful direction in a more "evaluative" approach; this will often occur in the same mediation. The mediator must develop a keen sensitivity to the specific situation at a given moment, recognize the tools which are most appropriate at that moment, and as importantly, be willing and able to go beyond these with intuition, skill, daring and wisdom.

Code of professional conduct

IMI Code of Professional Conduct

Complaint process

IMI Professional Conduct Assessment Process



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Professional indemnity insurance

MedMarc Casualty Insurance Company; \$500,000/\$500,000 limits of liability.

Feedback digest

Reviewer: STAFF AAA/ICDR (imireviewer@adr.org)

Latest Update: 2009-12-01 14:47:11

This Feedback Digest has been updated to include 5 Feedbacks in 5 Mediations as of September 30, 2009.

Parties and counsel who have used Jerome Landau would overwhelmingly use his services again and would, without hesitation, recommend him to others. Typical of the comments reflecting Mr. Landau's acceptability are: (i) I would highly recommend Jerome. He was outstanding; (ii) Mr. Landau has good judgment and a calming presence; (iii) Jerome maintains a lovely balance of letting his clients have space when they need it and when it is appropriate, and then guiding and driving needed dialogue and focus when that too is necessary - a hard balance to strike, and he did it very well on a number of occasions; (iv) I would work with Jerome again without hesitation. His work with us was much appreciated; and (v) Jerome is a natural leader. His manner is so personable and nonthreatening that he naturally motivates communication. He is able to draw out those who are reluctant to speak.

Mr. Landau's mediation skills and abilities are rated as highly effective. Typical of feedback received in this regard are: (i) Jerome is patient, an excellent listener and remains very professional at all times. He also became well-versed in our specific group issues to render credible advice in a very volatile situation; (ii) He has excellent listening and learning skills, solid judgment, and he is very professional with all parties. His personal communication skills and intelligence earned the respect of our clients; (iii) He is knowledgeable, which gives you confidence that he is going to be helpful. He uses his experience sparingly though, which worked for us and gave us the help we needed to come to a satisfactory conclusion; (iv) He knew when to push and when to let things play out. He also used excellent questions to ensure people didn't just react; (v) Mr. Landau has the ability to manage challenging discussions that expose disparate opinions in such a way that participants feel listened to, cared about and that they have made valuable contributions to the discussion at hand; and (vi) Jerome has the capability to listen in such a way that others feel heard. His natural traits of empathy, non-judgment and compassion enhance his powers of listening. In turn, he establishes a safe environment that empowers participants to share fully and become fully engaged in the mediation process.

Mr. Landau is also highly regarded for his ability to effect a positive outcome. For example, one provider of feedback noted that Mr. Landau has the capacity to generate animated discussion and in such a caring environment that diverse opinions add to the discussion creating connection rather than separation. While another noted that Mr. Landau's approach brought out the strengths and weaknesses in each side without judging their merit. The result was a willingness on the part of each party to accept the truth of the issues and to resolve the matter amicably.

Costs were widely reported as reasonable in the context of the value of the disputes mediated by Mr. Landau, and in general a very high degree of satisfaction was reported.



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No reportable negative comments have been received since Mr. Landau's designation as an IMI Certified Mediator.

Professional affiliations

American Arbitration Association (Neutral Rosters - Commercial Mediation Panel, Commercial Arbitration Panel; Construction Panel; AAA Advisory Panel); American Bar Association (Dispute Resolution Section, Business Section, Construction Section); Arizona Bar Association (Dispute Resolution Section, Business Section, Construction Section, Family Law Section); Arizona Department of Real Estate (Licensee); New York Department of Real Estate (former Broker); Former New York licensed Private Investigator; National Association of Realtors (Graduate, Realtor Institute); Judge Pro Tem (Superior Court - Maricopa County); Association of Conflict Resolution (former Chair, Commercial Section; Leadership Council); Advanced Commercial Mediation Institute (Founder; Chair & Presenter - 4 Annual ACMI 2 Day International Educational Conferences); Arizona Association for Conflict Resolution (Co-Founding Director); Arizona Dispute Resolution Association (former Director; Ethics Chairman); Maricopa County Association of Family Mediators (former Chairman); Construction Disputes Resolution Services (Neutral Rosters - Mediation Panel, Arbitration Panel, Dispute Review Board Panel); Construction Arbitration Services (Neutral Roster); National Center for Dispute Settlement (Neutral Roster); Arizona School of Real Estate and Business (former Instructor - Mediation and Dispute Resolution); McGarey Medical Foundation (former Chair; Director); Ordained Interfaith Minister.

Fee rate

\$350.00 Per Hour. This hourly rate includes study time (document review and preparation). No fee if cancelled before travel; no charge for first 8 hours travel time (thereafter @ 50% hourly rate); minimum of 6 hours in U.S. outside of Arizona; minimum of 10 hours international. Special circumstances per agreement.

References

See Feedback Digest

Mediation education and training

Mr. Landau has participated in excess of 400 hours of education directly related to dispute resolution and transformation (e.g. Mediation, Facilitation and Arbitration) presented through such reputed institutions as Harvard Law School (the Harvard Negotiation Initiatives Institute), the American Arbitration Association, the International Academy of Mediators, the American Bar Association Dispute Resolutions Section, the Advanced Commercial Mediation Institute, the Arizona Dispute Resolution Association, the international Institute of Cultural Affairs and others.

He has Chaired and Presented at four annual international Advanced Commercial Mediation Institute 2 day conferences; Presented programs at the Association for Conflict Resolution, at multiple Annual Conferences of the Arizona Dispute Resolution Association; has written on the subject and served on the Editorial Board of ACRresolutions, an international Journal for dispute



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resolution professionals.

Mr. Landau holds a Juris Doctor Degree in law and has received in excess of six weeks intensive training as a financial investigator and hundreds of hours of education in the specific areas of specialized practice set forth above (e.g. real estate - 300+ hours.)

Mediation teaching and mentoring

Mr. Landau is the co-founder, in collaboration with the American Arbitration Association and the Harvard Negotiation Initiative Institute, of the "Advanced Commercial Mediation Institute ("ACMI") which provides advanced programs for commercial mediators through its annual international conferences. He has taught mediation and facilitation skills to professionals in the field and to members of the business community. His programs have been presented in many venues including the United Nations, the Arizona School of Real Estate and Business and the Arizona Dispute Resolution Association. He has been the keynote speaker at the Arizona Dispute Resolution Association's Conference with the Executive Council of the American Bar Association's Dispute Resolution Section.

Mediation publications

Mr. Landau had been on the Editorial Board of ACResolutions Magazine, an international publication for professionals in the fields of conflict resolution; and has written articles for ACResolutions.

McGraw Hill - "Investigations Handbook" - Mr. Landau was the sole attorney invited to submit to this compendium.

Note: This Mediator Profile is intended to offer guidance to users of mediation services about the competency, skills, styles and potential suitability of the IMI Certified Mediator featured above. The Reviewer, the Mediator and IMI are attempting to present fair, balanced and objective information but none are to be held responsible for reliance on the information given. Users of mediation services are encouraged to pursue further research before selecting the IMI Certified Mediator, including contacting references and conducting an interview with the Mediator before making a selection.