



Catalog of Services

Quality, Results & Value

The McCammon Group provides a wide range of facilitation and dispute resolution services with three hallmarks: quality, results, and value. All service providers have superior credentials and extensive experience; we have no second tier. And because we train and work together, we offer a consistent approach. When you hire a professional from The McCammon Group, you can rely on him or her to adhere to The Group's philosophy and approach to mediation, arbitration, training, and facilitation.

Mediation & Arbitration

Our 50 mediators and arbitrators have significant expertise in: employment, contracts, construction, environmental issues, real estate, personal injury, medical malpractice, commercial law, intellectual property, business valuation, securities, domestic relations, and many other areas of law.

McCammon Group professionals have mediated more than 6,000 cases with a settlement rate of over 85%. We facilitate discussions between the parties, honoring their ability to weigh the strengths and weakness of different arguments and craft their own solutions. Our mediators provide a neutral evaluation of the case only under a very narrow set of circumstances, including a clear request from both parties. In addition, our streamlined arbitration services have drawn praise from customers seeking prompt, fair, and cost-effective resolution of cases, large and small.

Facilitation & Training

Our facilitation experience runs the gamut from large, complex environmental disputes involving numerous parties to small gatherings such as board retreats and strategic-planning sessions. What distinguishes us from other facilitators is rigorous preparation. Whether the parties are many or few, well-acquainted or strangers with very different backgrounds, we maximize the potential for a successful outcome through advance planning. This includes, where necessary, interviewing, coaching, and training participants to ensure that they come to their first meeting equipped with a thorough understanding of the process in which they are about to engage, and with the problem-solving skills needed to work toward consensus.

The McCammon Group trains clients to interact in ways that generate positive results and minimize conflict, and to resolve conflicts efficiently and constructively when they do arise. Through years of experience delivering courses to government agencies and major corporations and teaching at leading academic institutions, our professionals have come to appreciate the needs of adult learners. We adapt our approach to meet the needs of different audiences. We train both as a stand-alone service and as a way of enhancing the positive impact of other services. For example, training in communication, listening, problem-solving, or managing change may enable parties to participate much more effectively in mediation or facilitation.

General Information

Contract: GS-10F-0192S
MOBIS (Management, Organizational, and Business Improvement Services)

Contact: Geoff Drucker
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703-582-9971
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Designation: Veteran Owned Small Business

Website: www.McCammonGroup.com

Main Office: 1111 E. Main Street, Suite 1700
Richmond, VA 23219

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Labor Categories

Mediation

A. Mediator

Duties: Serve as a neutral party to assist litigants in settling a lawsuit or other legal matter. Prepare for and conduct mediations and perform any follow-up work as may be required.

Education: Juris Doctor or equivalent degree from an ABA-accredited law school or other professional degree. At least 40 hours of basic training in alternative dispute resolution and 8 hours per year of continuing education in alternative dispute resolution.

Experience: At least 15 years of experience as an attorney, judge, or other professional, and service as a mediator in up to 100 cases.

B. Senior Mediator

Duties: Serve as a neutral party to assist litigants in settling a lawsuit or other legal matter. Prepare for and conduct mediations and perform any follow-up work as may be required.

Education: Juris Doctor or equivalent degree from an ABA-accredited law school or other professional degree. At least 40 hours of basic training in alternative dispute resolution and 8 hours per year of continuing education in alternative dispute resolution.

Experience: At least 15 years of experience as an attorney, judge, or other professional, and service as a mediator in 100 or more cases.

Arbitration

A. Arbitrator

Duties: Serve as a neutral party to render a binding decision on a lawsuit or other legal matter. Prepare for an arbitration hearing, manage the discovery process and rule on other preliminary matters, conduct the hearing, and render an award.

Education: Juris Doctor or equivalent degree from an ABA-accredited law school or other professional degree. At least 40 hours of basic training in alternative dispute resolution and 8 hours per year of continuing education in alternative dispute resolution.

Experience: At least 15 years of experience as an attorney, judge, or other professional, and service as an arbitrator in less than 100 cases.

B. Senior Arbitrator

Duties: Serve as a neutral party to render a binding decision on a lawsuit or other legal matter. Prepare for an arbitration hearing, manage the discovery process and rule on other preliminary matters, conduct the hearing, and render an award.

Education: Juris Doctor or equivalent degree from an ABA-accredited law school or other professional degree. At least 40 hours of basic training in alternative dispute resolution and 8 hours per year of continuing education in alternative dispute resolution.

Experience: At least 15 years of experience as an attorney, judge, or other professional, and service as an arbitrator in 100 or more cases.

Training / Facilitation

Trainer/Facilitator

Duties: Design, customize, and lead training courses. Conduct interviews, plan agendas, lead meetings, and maintain dialogue with participants in facilitated processes.

Educational requirements: Juris Doctor or equivalent degree from an ABA-accredited law school; or Master's Degree or higher from an accredited graduate school in Conflict Resolution, Psychology, or a related field.

Years of experience required: Minimum of ten years of experience as an attorney and/or judge; or a minimum of five years of experience as a mediator, facilitator, or trainer/instructor at the university level or higher.

Price Schedule

SIN 874-2

Labor Category	Hourly Rate
Mediator	\$200.00
Sr. Mediator	\$300.00
Arbitrator	\$200.00
Sr. Arbitrator	\$300.00
Trainer/Facilitator	\$185.00

SIN 874-4

All courses cost \$125 per student or \$2,000 per session. Enrollment is limited to 12-20 students per session.

Courses:

Communication:

- *Basic Communication: How to Get Your Message Across*
- *Listening Without Ego: Getting Yourself Out of the Way of Communication*

Change and Conflict:

- *Leading in a Changing Environment*
- *Identifying and Resolving Conflict Before It's Too Late*
- *Conflict Management*

Mediation:

- *Advocacy in Mediation*
- *Mediation for Managers*

Negotiation:

- *Negotiation Skills for Lawyers*
- *Negotiation Skills for Managers*

Supervision:

- *Fundamentals of Supervision*

Volume discounts on pricing are negotiable.