



**Local Solutions.
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David S. Ross, Esq.

JAMS Mediator and Arbitrator

Case Manager

Shakiya Wright-McDuffie

T: 212-607-2761

F: 212-751-4099

620 8th Ave, 34th Floor, New York, NY 10018

swrightmcduffie@jamsadr.com

Biography

David S. Ross, Esq. has conducted negotiation skills, basic and advanced mediation skills, mediation advocacy, conflict management, and other ADR training seminars and courses for thousands of lawyers and law students, human resource and C-Suite executives, state and federal judges, mediators, and other professionals. Mr. Ross also trains recently incarcerated people how to communicate and negotiate effectively as they re-enter the work force.

Mr. Ross, whose mediation career has been featured in *The New York Law Journal* and *The National Law Journal*, teaches Basic and Advanced negotiation courses at Columbia University Law School. He has also taught courses or lectured at New York University School of Law and Cornell University's School of Labor and Industrial Relations.

Mr. Ross is a former member of the National ADR Training Faculty of Pepperdine University School of Law based in Malibu, California.

He has trained lawyers for:

- The New York City Bar Association
- The Practicing Law Institute
- The American Corporate Counsel Association
- The United States Attorney General's Office
- The United States Bankruptcy Court for the Southern District of New York
- Various law firms throughout the country

Mr. Ross has also conducted training sessions for many public and private organizations, including:

- United Airlines
- U.S. Skin Cancer Foundation
- The McGraw-Hill Companies
- Cosmair (L'Oreal, Maybelline)
- American International Group, Inc. (AIG)
- The Association for Conflict Resolution - Greater New York
- Getting Out and Staying Out (GOSO)
- Center for Employment Opportunities (CEO)

Mr. Ross serves as an Adjunct Professor at Columbia University Law School where he teaches a course entitled *Negotiation Theory and Skills*. He has also taught courses or lectured on mediation and arbitration at New York University School of Law, Cornell University School of Labor/Industrial Relations, Brooklyn Law School, and Benjamin N. Cardozo Law School. He is a former member of the National ADR Training Faculty of Pepperdine University School of Law based in Malibu, California.

CLE Training Courses

To inquire about scheduling a course for your firm or company, please email Mr. Ross' Case Manager, Shakiya Wright-McDuffie, at swrightmcduffie@jamsadr.com.

Virtual Mediation: Choosing it and Using It

60 - 75 min / 1 - 1.5 units CLE

This interactive online session helps lawyers understand the basics of virtual mediation and best practices in representing clients in any type of virtual mediation. The training also explains how JAMS organizes and runs effective mediations using the Zoom platform.

As a Senior Mediator at JAMS and Adjunct Professor teaching Advanced Negotiations at Columbia Law School, David S. Ross, Esq., shares his experience—as well as “lessons from the trenches” from some of his most experienced colleagues—mediating and settling cases using virtual platforms. Mr. Ross focuses on a spectrum of key practice issues including: How to Overcome Your (and your clients’) Reluctance to Use Virtual Mediation, Unexpected Benefits of Virtual Mediations, Reading Upper Body Language, and crucial “Do’s and Don’ts.”

In addition, a Virtual Support Services Specialist from JAMS explains the “JAMS Approach” covering topics including: Initiating a Mediation Session, Privacy and Security Safeguards, and How to Use Confidential Breakout Rooms.

Written materials include some of the most recent articles on Virtual Mediation and Virtual ADR and Security.

Praise for This Course

Mr. Ross has successfully trained hundreds of lawyers at plaintiff and defense firms across the country. Below are a few of the most recent testimonials, without attribution.

“Thank you all for a **fantastic presentation** top to bottom.”

“**Great** presentation—and would **highly recommend** to other firms.”

“It was an **excellent** training.”

“**Very good** and **useful** session.”

“The training was **very helpful**.”

The Magician and the Mediator: Tricks, Tactics and Techniques for Negotiators

75 min / 1.5 units CLE

Can a magician's secrets help you at the negotiation table? Can a mediator's emotional intelligence be taught? David Ross, Esq., a senior mediator at JAMS and adjunct professor at Columbia Law School, and Ryan Oakes, an award-winning magician and mentalist, team up to teach you new skills and strategies that can take your negotiation practice to the next level. The science and art of applying mindfulness, shaping perceptions, building rapport, detecting lies, handling hardball tactics, reading groups of people, and using social proof are just few of the topics explored and explained by two experts in their respective crafts — mediation and magic. Expect the unexpected in this unconventional workshop, but rest assured you will learn practical tips on how to be a more persuasive negotiator.

Mediation Experience

An active mediator for nearly 30 years, Mr. Ross has successfully resolved thousands of complex two-party and multi-party disputes—including multiple class actions—and regularly handles high profile cases involving celebrities, politicians and CEO's of global corporations. Recognized as one of the leading employment mediators in the country, he has mediated cases involving allegations of harassment and discrimination based on age, disability, gender, transgender, sexual orientation, national origin, and race. Mr. Ross also has experience resolving all types of commercial, partnership dissolution, and securities cases.

Mind of the Master Mediator

Mr. Ross examines the practices and psyches of six extraordinary JAMS mediators — and shares his personal perspective — in an ongoing series of articles hosted monthly on the JAMS Blog. Links to the posts are provided below and available on Mr. Ross' Publications tab.

Zeroing in on Zoom: What Good Mediators Really Think About Virtual Platforms | July 2020

From Eye-Rolls to Grimaces: Understanding Body Language in Virtual Mediations | August 2020

Polo Shirts, Power Ties and Pant Suits: Strategic Clothing Choices for Virtual Mediations | September 2020

Bedrooms, Bookcases or Beaches: Choosing and Organizing Your Background with Purpose | October 2020

Annoy the Mediator at Your Own Risk: Negotiation Tactics and Missteps to Avoid | January 2021

Honors, Memberships, and Professional Activities

- Completed Virtual ADR training conducted by the JAMS Institute, the training arm of JAMS
- Adjunct Professor, Columbia University School of Law, 1995-present
 - Course Creator and Instructor, Basic Negotiation Skills and Theory

- Course Creator and Instructor, Advanced Negotiation Skills
- Author, "From Eye-Rolls to Grimaces: Understanding Body Language in Virtual Mediations," *International Law Quarterly*, Winter 2021
- Author, "Mind of the Master Mediator," *JAMS ADR Blog*, 2020
- Inaugural Chair / Facilitator, Rainforest Alliance Honoree Program (2016)
- Panelist, NYU Law School / ABA Mediation Week (2015)
- Panelist, Workshop on Employment Law for Federal Judges (2008)
- Mediation Trainer, Bar Association of the City of New York; Cornell University School of Labor/Industrial Relations, U.S. Attorney General
- Editor of a leading negotiation textbook *Beyond Winning: Negotiating to Create Value in Deals and Disputes* (Harvard University Press, 2005)
- Co-Chair, *Employment Dispute Resolution Systems*, NYU Law School
- Former Member, National Mediation Panels: Merrill Lynch, NASD, AIG
- Conducts seminars on mediation advocacy & ethics, and negotiation
- Guest speaker on mediation at ABA Conferences, NYU School of Law, Brooklyn Law School, The Practising Law Institute, and The American Corporate Counsel Association
- Authored articles on ADR, including: "Strategic Considerations in Choosing a Mediator" (*The Journal of Alternative Dispute Resolution in Employment*, Vol. 2, No. 1, Spring 2002); "The Role of Feelings in Mediation" (*Dispute Resolution Alert*, February 2010); and "Advanced Negotiation Skills for Lawyers" (ABA Press, 2003)
- Board of Trustees, The Rainforest Alliance
- Board of Directors, Friends of Facing History, Inc.
- Founder, Honors Mentoring Program, The Facing History School
- President's Leadership Council, Search for Common Ground
- Development Committee, Trinity School
- Convergence Leadership Council (*a non-profit that solves social challenges through collaboration*)

Background and Education

- Prior to joining JAMS, Mr. Ross practiced in the litigation department at Cravath, Swaine and Moore
- LL.M., Alternative Dispute Resolution, Columbia Univ. Law School (1993)
- J.D., New York University Law School, 1989
 - Moot Court Board
 - Teaching Assistant, Criminal Law
- B.A., with honors, University of Virginia, 1986
 - Visiting Scholar, Cambridge University, England (1985-1986)

General Biography

Available nationwide ›

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