

# WBGR ADR INSTITUTE

ALTERNATIVE DISPUTE RESOLUTION · ESTABLISHED 2026

Facilitative Mediation Training

UNIT 2 · MODULE 1 RECORDING GUIDE

## Contract Structures, Deal Points, and Expectations

Slide-by-slide speaking points for recording this single module lecture video.

### PROGRAM

#### Sports & Entertainment Mediation Specialty

Instructor video lecture production guide · speaking points & recording script

**UNIT 2: CONTRACTS, DEALS, AND PERFORMANCE DISPUTES — RECORDING CONTEXT****Contract Structures, Deal Points, and Expectations**

This module belongs to Unit 2: Contracts, Deals, and Performance Disputes. Framing disputes around deal points and obligations, clarifying compensation and performance, and interest-based problem solving for breach and renegotiation.

**Before you record**

- Record the Unit 2 welcome video and the other modules in this unit in the same session so the unit presents as one continuous lecture series.
- Follow the five-slide rhythm below; record the lecture video beside slide five after delivering the talking points.

**UNIT 2 · MODULE 1****Contract Structures, Deal Points, and Expectations**

Frame disputes around performance obligations and deliverables.

**Slide 1 · Training Focus**

Frame the module on camera and tell students what they will be able to do. Focus: Frame disputes around performance obligations and deliverables.

- Frame a dispute around obligations and deliverables.
- Separate the legal claim from the business interest.

**Slide 2 · Core Talking Points**

- Disputes are framed around obligations, deliverables, and deadlines.
- Legal claims are separated from underlying business interests.
- Neutral questions clarify what each side expected and what changed.

**Slide 3 · Mediator Language To Model**

Demonstrate neutral, facilitative phrasing students can reuse:

- » “What did each of you understand the deal to require?”
- » “Setting the legal claim aside, what do you each need going forward?”
- » “What changed between the agreement and where we are now?”

**Slide 4 · Role-Play Practice**

Students reframe a breach complaint into deal points and underlying interests.

**Slide 5 » Student Checkpoint & Lecture Video**

- Check for understanding: Can students separate the legal claim from the business interest?
- Record the module lecture video here, walking through the talking points beside slide five.
- Remind students the module quiz unlocks after they mark this lecture video reviewed.