

WBGR ADR INSTITUTE

ALTERNATIVE DISPUTE RESOLUTION · ESTABLISHED 2026

Facilitative Mediation Training

UNIT 2 · MODULE 2 RECORDING GUIDE

Compensation, Royalties, and Performance Obligations

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**Compensation, Royalties, and Performance Obligations**

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 2**Compensation, Royalties, and Performance Obligations**

Clarify money and deliverable expectations.

Slide 1 · Training Focus

Frame the module on camera and tell students what they will be able to do. Focus: Clarify money and deliverable expectations.

- Define measurable compensation and deliverable expectations.
- Surface the interests beneath a money dispute.

Slide 2 · Core Talking Points

- Compensation, royalties, and deliverables are common pressure points.
- The mediator helps parties define measurable expectations.
- Interests beneath money disputes are surfaced neutrally.

Slide 3 · Mediator Language To Model

Demonstrate neutral, facilitative phrasing students can reuse:

- » “Let us define exactly what is owed, for what, and by when.”
- » “Beyond the dollar figure, what does this represent for you?”
- » “How will both of you know the obligation has been met?”

Slide 4 · Role-Play Practice

Students turn a vague compensation dispute into measurable terms and named interests.

Slide 5 » Student Checkpoint & Lecture Video

- Check for understanding: Can students make money and deliverable expectations specific and measurable?
- 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.