

WBGR ADR INSTITUTE

ALTERNATIVE DISPUTE RESOLUTION · ESTABLISHED 2026

Facilitative Mediation Training

UNIT 2 RECORDING GUIDE

Contracts, Deals, and Performance Disputes

Unit header welcome video and module lecture speaking points for on-camera recording.

PROGRAM

Sports & Entertainment Mediation Specialty

Instructor video lecture production guide · speaking points & recording script

UNIT 2 · UNIT HEADER — WELCOME VIDEO**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.

Slide 1 · Welcome & Training Outcomes

Open the unit on camera: “Welcome to Unit 2, Contracts, Deals, and Performance Disputes.” Orient students to what this unit covers, then state the outcomes.

By the end of this unit, students will be able to:

- Frame disputes around deal points and obligations.
- Clarify compensation and performance expectations.
- Use interest-based problem solving for breach and renegotiation.

Slide 2 · Core Concepts

- Disputes are framed around obligations, deliverables, and deadlines.
- Legal claims are separated from underlying business interests.
- Compensation, royalties, and deliverables are common pressure points.
- Renegotiation focuses on future, workable terms rather than blame.

Slide 3 · Mediator Behaviors To Model

- Use neutral questions to clarify what each side expected and what changed.
- Help parties define measurable expectations.
- Stay neutral while parties evaluate options beyond the breach.

Slide 4 · Student Discussion Prompts

- » Ask: how do you separate a legal claim from the underlying business interest?
- » Discuss what makes a renegotiated deal more durable than the original.

Slide 5 » Readiness Checkpoint & Welcome Video

- Confirm students understand the unit goals and how the three modules build on each other.
- Record the welcome video here: invite students into the unit, set expectations, and preview the first module.
- Close: “When you are ready, continue to Unit 2, Module 1.”

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.

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.

UNIT 2 · MODULE 3

Breach, Renegotiation, and Interest-Based Problem Solving

Move from breach claims to workable future options.

Slide 1 · Training Focus

Frame the module on camera and tell students what they will be able to do. Focus: Move from breach claims to workable future options.

- Shift the conversation from breach to future options.
- Facilitate renegotiation while staying neutral.

Slide 2 · Core Talking Points

- Option generation moves parties beyond breach positions.
- Renegotiation focuses on future, workable terms.
- The mediator stays neutral while parties evaluate options.

Slide 3 · Mediator Language To Model

Demonstrate neutral, facilitative phrasing students can reuse:

- » “Rather than relitigate the past, what could work from here?”
- » “Let us list some possibilities before judging any of them.”
- » “Which option best protects what each of you values?”

Slide 4 · Role-Play Practice

Role-play a breach turning into a renegotiation; class evaluates the move from positions to options.

Slide 5 » Student Checkpoint & Lecture Video

- Check for understanding: Can students move parties from a breach position toward workable terms?
- 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.