

MICHAEL A. LANDRUM, J.D.
AMERICORD®, INC.
CONFLICT MANAGEMENT SERVICES
AN AFFILIATE OF LANDRUM DOBBINS LLC
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MEDIATION EXPERIENCE:

- ▶ **More than 2600 cases in 33 states and District of Columbia; both domestic and international disputes involving up to \$22 million in controversy and the following subject matter areas:**
 - **commercial transactions**
 - **construction contracts and defects**
 - **contracts**
 - **employment**
 - **securities**
 - **franchise/distributorship**
 - **product liability**
 - **personal injury and wrongful death**
 - **professional malpractice**
 - **mergers, acquisitions, joint ventures and strategic alliances**
 - **closely-held businesses, partnerships, joint ventures**
 - **commercial landlord-tenant**
 - **commercial/consumer lending/class actions**
 - **probate/estate**

LITIGATION EXPERIENCE

- ▶ **Represented both plaintiffs and defendants, business entities and individuals, in a general civil litigation practice before both state and federal courts and administrative agencies. Subject matters areas of motion practice, discovery and trial work included:**
 - **contracts, UCC**
 - **labor and employment**
 - **personal injury and wrongful death (negligence, product liability, medical malpractice)**
 - **admiralty**
 - **real estate**
 - **family law**

MANAGEMENT EXPERIENCE

- ▶ **Duties and responsibilities of executive and in-house legal positions with three Fortune 500 corporations and my own law and dispute resolution consulting practices included:**
 - **Preparation of business plans, offering circulars**
 - **Financial management**
 - **Human resources (recruiting, staffing, salary/benefits, affirmative action, employee/labor relations)**
 - **Organization design, planning**
 - **Marketing, promotion**
 - **P/L accountability**
 - **Shareholder, public and community relations**

PROFESSIONAL MEMBERSHIPS AND ACTIVITIES

- ▶ **Fellow, International Academy of Mediators; Member of Board of Governors and Secretary-Treasurer, 2002-2005**
- ▶ **Fellow, American College of Civil Trial Mediators**
- ▶ **Member, Association for Conflict Resolution**
- ▶ **Member, Mediation Panel, National Association of Securities Dealers**
- ▶ **Member, Distinguished Panel of Neutrals (Employment Disputes), CPR Institute for Dispute Resolution**
- ▶ **Member, ADR Review Board, State of Minnesota (1994-2004)**
- ▶ **Past Master Member, Warren E. Burger Inn of Court**
- ▶ **Selected by attorney peers as a “Super Lawyer” in the field of ADR in *Minnesota Journal of Law & Politics* survey**
- ▶ **Adjunct professor of law, trainer and continuing education lecturer on ADR; co-winner, 2004 CPR Institute for Dispute Resolution national award for “Problem Solving in the Law School Curriculum”**
- ▶ **American Bar Association (Sections on Litigation, Dispute Resolution, Labor and Employment, Tort and Insurance Practice Sections; Forum on Construction)**

- ▶ **Minnesota State Bar Association (Alternative Dispute Resolution, Labor and Employment Law and Construction Sections); California Bar Association (inactive status); Missouri Bar Association**

PROFESSIONAL LICENSURE

- ▶ **Admitted to the practice of law in:**
 - **Missouri (1966)**
 - **Illinois (1968)**
 - **Minnesota (1979)**
 - **California (1986)**

EMPLOYMENT HISTORY

- ▶ **Founding member, Landrum Dobbins LLC (2007 – present)**
- ▶ **Founding shareholder, Burk & Landrum, P.A. and its conflict management consulting division, AMERICORD®, Edina, Minnesota (2001-2007)**
- ▶ **Director, Center for Conflict Management/AMERICORD® and Adjunct Professor, William Mitchell College of Law, St. Paul, Minnesota (1998 - 2001; adjunct professor of ADR since 1986)**
- ▶ **President, AMERICORD®, Inc., Dispute Resolution Consultants, Minneapolis, Minnesota and Sausalito, California (1984-1998)**
- ▶ **Vice President, Administration, GEMCO department store division, Lucky Stores, Inc., Buena Park, California (1983-84)**
- ▶ **Director, Employee Relations, Target Stores Division, Dayton-Hudson Corporation, Minneapolis, Minnesota (1979-1983)**
- ▶ **Managing Partner, Berman & Landrum, Ltd., Chicago, Illinois (1976-79)**
- ▶ **Associate Attorney, Arnold & Kadjan, Chicago, Illinois (1975-76)**
- ▶ **Divisional Vice President, Industrial Relations, Jewel Companies, Inc., Chicago, Illinois (1968-1975)**
- ▶ **Labor Counsel, The Associated General Contractors of Illinois, Springfield, Illinois (1966-1968)**

EDUCATION

- ▶ **Juris Doctor, University of Missouri – Columbia (1966)**
- ▶ **Bachelor of Arts, Political Science, Northeast Missouri State University (1963)**

MEDIATION TRAINING

- ▶ **“Advanced Mediator Training”, Mediation Arbitration Professional Systems, Inc. (MAPS), Metairie, Louisiana (October 2000; October, 2002)**
- ▶ **International Academy of Mediators semi-annual educational conferences and workshops (since 1998)**
- ▶ **American Bar Association, Section of Dispute Resolution, “The Golden Gate to Collaborative Problem Solving”, San Francisco, California (April, 2000)**
- ▶ **“Mediating Year 2000 Disputes”, ABA Science & Technology Section (April, 1999)**
- ▶ **“Advanced Mediation”, Center for Development of Mediation in Law (40 hours; Mill Valley, California, 1985)**
- ▶ **“The Dynamics of Conflict”, San Francisco Community Boards (30 hours; San Francisco, California, 1985)**
- ▶ **Introduction to Mediation, Center for the Development of Mediation, Mill Valley, California, 1984 (40 hours)**
- ▶ **Collaborative Negotiation and Mediation, National Center for Collaborative Planning and Community Service, Montpelier, Vermont (Spokane, Washington program) 1984 (40 hours)**

SELECTED PUBLICATIONS

- ▶ ***Overcoming Impasses: Practice Meets Theory*, MINNESOTA CONTINUING LEGAL EDUCATION 8TH ANNUAL ADR INSTITUTE (Minneapolis, 2005)**
- ▶ ***Strategic Alliance Mediation: How to Keep the Wheels From Falling Off Your Collaborative Business Venture*, CPR INSTITUTE FOR CONFLICT PREVENTION AND RESOLUTION, 2005 Spring Meeting, Chicago**

- ▶ ***Mediation of Securities Disputes*, NASD ARBITRATIONS IN A RECOVERING MARKET, Clarion Legal Continuing Legal Education Program (Minneapolis, 2004)**
- ▶ ***The Importance of Mediation Process Design – A Case Study in Real time*, INTERNATIONAL ACADEMY OF MEDIATORS Fall Educational Conference, Hilton Head, SC, November, (2001)**
- ▶ ***Through the Mists: ADR and Product Liability Claims in the 21st Century*, 27 WILLIAM MITCHELL LAW REVIEW, VOL.1, 110 (2000) (Reprinted in DEFENSE LAW JOURNAL, VOL. 50, NO. 3, 627 (2001)**
- ▶ ***Beyond ADR: Opportunities for Business Lawyers*, BENCH & BAR OF MINNESOTA (October, 2000)**
- ▶ ***The Seven Deadly Sins of Mediators, 2000-2001* MIDWEST ALTERNATIVE DISPUTE RESOLUTION GUIDE (Supplement to Chicago Daily Law Bulletin and Chicago Lawyer)**
- ▶ ***Collaborationism, the Rule of Law and Legal Education in the 21st Century*, WILLIAM MITCHELL magazine, Fall, 1999, 27)**
- ▶ ***Judicial Morphallaxis: Mandatory Arbitration and Statutory Rights* (with Dean A. Trongard), 24 WILLIAM MITCHELL LAW REVIEW Vol. 2, 345 (1998)**
- ▶ ***Mediating Construction Disputes*, MINNESOTA STATE BAR ASSOCIATION CLE ADR DESK BOOK (November, 1998)**
- ▶ ***The Coming Civil War in ADR*, MINNESOTA’S JOURNAL OF LAW & POLITICS (February, 1997)**
- ▶ ***Motion Practice and ADR*, a chapter in the course manual for Minnesota Institute of Legal Education’s Program, “Motion Practice: The Nuts and Bolts” (January, 1998)**
- ▶ ***Pre-Trial and Post-Discovery ADR*, a chapter in the course manual for Minnesota State Bar Association CLE program, “Effectively Preparing Your Case in Minnesota” (October, 1996)**
- ▶ ***Mediating a Construction Dispute*, BENCH & BAR OF MINNESOTA (April, 1989)**

