

**Nancy L. Schultz**  
**Professor of Law**  
**Chapman University School of Law**  
**One University Drive**  
**Orange, CA 92866**

(714) 628-2527  
(714)628-2576 (fax)  
nschultz@chapman.edu

## **PROFESSIONAL EXPERIENCE**

### **August 1996 - present: Chapman University**

Courses taught: Mediation, Resolving Disputes Across Cultures, Civil Procedure, Legal Research and Writing, Client Interviewing and Counseling, Negotiations, Legal Writing Skills, Advocacy, Advanced Legal Analysis, Advanced Topics in Advocacy and Dispute Resolution: Credible Advocacy, and Legal Drafting. Coach trial advocacy, appellate advocacy, pretrial advocacy, voir dire, client counseling, arbitration, mediation, mediation advocacy, and negotiation teams in interscholastic competitions. Also taught Mock Trial course, and coached mock trial, moot court, and mediation teams at the undergrad level. Interim Associate Provost for Faculty Affairs, 2002-03.

### **June 1989 - June 1996: George Washington University Law School; Director, Legal Research and Writing**

Administered legal research, writing, and advocacy program for approximately 500 first-year students; selected and trained adjunct instructors and third-year students to teach in program; designed curriculum and coordinated all aspects of program; designed and administered Academic Support program; taught Negotiations, Advanced Oral Advocacy, and Client Interviewing and Counseling; coached interscholastic teams in negotiations, client interviewing and counseling, appellate, and trial advocacy competitions.

### **January 1994 - December 1995: Howard University School of Law; Adjunct Professor**

Taught Interviewing, Counseling, and Negotiating.

**August 1986 - May 1989: Villanova University; Legal Writing Instructor**

Taught Legal Writing to first year students; responsibilities included: classroom instruction; researching and drafting writing problems; grading briefs, memoranda, client letters, pleadings, and other writing assignments for approximately 60 students per year; intensive individual consultation with students. Also taught Trusts and Estates in paralegal program for two terms.

**August 1981 - August 1986: Private Practice**

Four years experience with two large Philadelphia firms: Ballard, Spahr, Andrews, & Ingersoll, and Schnader, Harrison, Segal, & Lewis. Responsibilities included most aspects of large and small litigation matters: discovery, pleadings, motion practice, research, brief and memo writing, coordination of asbestos litigation nationwide, some arbitration and court experience, practice before Postal Rate Commission; extensive experience in copyright and First Amendment areas: defamation, press access, shield laws.

One year general practice, with emphasis on family, real estate, probate, criminal, and bankruptcy matters; handled other types of litigation and will drafting as well; extensive courtroom and negotiation experience; full control of caseload, up to 160 files, from initial consultation with client through termination of matter.

**Fall 1978 - Spring 1981**

Part-time employment during law school: Community College of Philadelphia--taught adult night classes in Basic Composition, Research Writing, and Public Speaking. Also taught Legal Research at paralegal schools.

**EDUCATION**

Undergraduate

University of Wisconsin, B.A. 1978

Major: Communications

Activities: Debate, speech competitions

Honors: Dean's List, various debate and speaking awards

Law School

University of Pennsylvania, J.D. 1981

Honors: Moot Court Board (top 15% of class after two years)

## **PUBLICATIONS**

Persuasive Legal Writing, with Louis J. Sirico, Jr. (Aspen, 4<sup>th</sup> Edition 2015)

The Integrated Curriculum of the Future: Integrating First-Year Legal Writing with Other Lawyering Skills, 7 *Elon Law Rev.* 405 (2015)

Legal Writing and Other Lawyering Skills, with Louis J. Sirico, Jr. (Aspen, 6th Edition 2014)

Law and Negotiation: Necessary Partners or Strange Bedfellows?, 15 *Cardozo J. Disp. Res.* 401 (2013)

Lessons from Positive Psychology for Developing Advocacy Skills, 6 *John Marshall L. J.* 103 (2013)

Legal Research, with Louis J. Sirico, Jr. (Aspen, 2d Edition 2001)

Building a Professional Community, 11 *Geo. J. Legal Ethics* 1 (1997)

How Do Lawyers Really Think?, 42 *J. Legal Educ.* 57 (1992)

## **PROFESSIONAL PRESENTATIONS**

Leadership Through Advocacy: Challenges and Opportunities, Panel Presentation, Educating Advocates Conference, Stetson University College of Law, May 2018

Culture: What Is It and Why Do We Care? Presentation at International Client Consultation Competition Masterclass, Maastricht, Netherlands, April 2018

Invited Guest Lecturer, American Civil Procedure, Maastricht University, Maastricht, Netherlands, April 2018, May 2017, May 2016, May 2015, April 2014

Mediation Training, International Law Student Mediation Tournament, Chicago, March 2018

Mediation Training, International Law Student Mediation Tournament, Glasgow, Scotland, April 2017

Expert Panel, World Mediation Congress, November 2016

Presentation, "Cross-Cultural Negotiation Issues," Lucerne, Switzerland, July 2016

Presentation, "Arbitration: Is It Unfair to Consumers?" at Public and Private Justice Program, Dubrovnik, Croatia, May 2016

Panel Presentation on ethics in trial advocacy, Educating Advocates Conference, Stetson University College of Law, May 2015

Panel, "Advocacy Across the Curriculum: Bridging the Divide Between Theory and Practice," SEALS Annual Meeting, August 2014

Presentation, "What Should We Teach After the First Year?", with Louis Sirico, LWI Conference, Philadelphia, PA, July 2014

Panel Presentations: "A Holistic Approach to Teaching Advocacy" (Chair); "Coach, Mentor or Something Else?", Educating Advocates Conference, Stetson University College of Law, May 2014

Mediation Training, International Mediation Competition, Kiev, Ukraine, November 2013

Panel, "Role of Women Worldwide in Mediation" (Chair), 5<sup>th</sup> Annual InterNational ADR Society World Congress, October 2013

Panel, "Imagining the Future & the Integrated Curriculum"; "Discussion Group, Experiential Legal Education – Assessing the Present and Imagining the Future," SEALS Annual Meeting, August 2013

Panel Member, "Mediation in the 21<sup>st</sup> Century: A Global Perspective," Law Society of Ireland, March 2013

Presenter and Facilitator, Educating Advocates Conference, Stetson University College of Law, May 2010, 2011, 2012, and 2013

Panel Presentation, "Lawyer-client relations: should it be part of every law qualification?" with Prof. Aalt-Willem Heringa (Dean of the Faculty of Law) and Prof. Bart Groen (Professor of Civil Procedure and specialist on the reform of civil procedure in the Netherlands) Maastricht University, April 2011

Distinguished Scholar in Legal Skills and Professionalism, Brandeis School of Law, University of Louisville, presentation on integrating skills throughout the curriculum, October 2010

Presentation, "Lawyers as Peacemakers," Second Congress, InterNational ADR Society, August 2010

Presentation on international mediation, First Congress, InterNational ADR Society, August 2009

Presentation, "Teaching How Legal Writing Fits into Law Practice," with Louis Sirico, LWI Conference, July 2008

Presentation, "Legal Writing and Academic Freedom: Friends or Foes?," with Louis Sirico, ALWD Conference, June 2007

Presentations, "A New Way to Teach Rhetoric" and "Management Challenges," with Louis Sirico, LWI Conference, June 2006

Panel Presentation, "Integrating Counseling and Negotiation Skills," Legal Skills Training Conference, Prague, Czech Republic, May 2005

Panel Presentation, "Bias, Ethnicity, and Language: Handling the Culturally Diverse Witness," Orange County Association of Business Trial Lawyers, April 2004

Panel presentations on scholarship and academic administration, Association of Legal Writing Directors Conference, July 2003

Plenary Session Panel Moderator, Association of Legal Writing Directors Conference: *Erasing Lines*, July 2001

Presentation, "Classroom Assessment Techniques," Conference on Assessment in Legal Education, Gonzaga University, July 2001

Presentation, "The Needs of the Many v. the Needs of the Few (Accommodating Students with ADD)," AALS Annual Meeting, January 2000

Presentation, "Negotiations Are Fun (And They Improve Research and Writing Skills, Too)!" Association of Legal Writing Directors Conference, July 1999

Presentation, "Teaching Civility and Professionalism," Conference on "Fresh Looks at Teaching and Learning Law," Gonzaga University, June 1999

Presentation on curricular options for training law students for the performance bar examination, AALS Annual Meeting, January 1999

Presentation on "Negotiating Class Contracts," Legal Writing Institute Conference, June 1998

Presentation on Professionalism, Legal Writing Institute Conference, July 1996

Presentation on Integrating Lawyering Skills into Legal Writing Programs, Regional Legal Writing Conference, Villanova University School of Law, May 1995

Panelist for Plenary Session at Legal Writing Institute Conference, July 1994; Topic--Implications of the MacCrate Report for the Teaching of Legal Research and Writing

Chair, Legal Writing, Reasoning and Research Section Program Committee for 1994 AALS Annual Meeting; organized debate between Robert MacCrate and Dean John Costonis of Vanderbilt on the implications of the MacCrate Report for the teaching of legal research and writing

Delivered Edward H. "Ham" Young Lecture on legal education at Judge Advocate General's School, December 1992

Member of Planning Committee for Mini-Workshop on Legal Writing Throughout the Curriculum at 1991 AALS Annual Meeting

## **OTHER PROFESSIONAL ACTIVITIES**

Judge, Problem Drafter, and Competition Administrator, International Client Counseling Competition, 1992 - present

Organizer, Problem Drafter, and Judge, International Negotiation Competition, 1998 – present; Executive Committee (North American Representative), 2007-present

Chair, International Law Student Mediation Tournament, 2008-present

Invited to draft problem for ABA Law Student Division National Appellate Advocacy Competition, 2015-2016

Drafted intraschool, regional, and national negotiation problems for ABA Law Student Division Negotiation Competition, 2010-2011, and regional and national problems for 2011-2012

Programs and Workshops for practicing attorneys and others in Negotiations, Client Interviewing and Counseling, Mediation, and Legal

Writing, 1990-present; includes training in Client Care and Presentation Skills for solicitors in Northern Ireland in December 2006.

## **MEMBERSHIPS**

President, International Academy of Dispute Resolution, 2016-present; Executive Committee, 2014-present; Board of Directors, 2009-present

ABA Law Student Division, Competitions Committee: Arbitration Competition Subcommittee, 2005-2009, Chair 2008-09; Negotiation Competition Subcommittee, 2000-03, Chair 2002-03; Chair of Competitions Committee, 1998-2000; Client Counseling Competition Subcommittee, 1995 – 1998, Chair of Subcommittee and Chair-Elect of overall Competitions Committee for 1997-1998

Association of Legal Writing Directors, President 2001-02; Board of Directors, 1996-1998 and 2000-03; Planning Committee, 1999 Conference; Chair, Long Range Planning Committee and MPT Committee (Liaison with National Conference of Bar Examiners re performance testing), 1999-2001

Warren J. Ferguson Inn of Court, Master 2000-present, Team Leader 2000-2002 and 2006-2011, Executive Committee 2017-

## **RECENT AND SIGNIFICANT COMPETITION RESULTS**

### **Negotiation**

National Professional Football Negotiation Competition: Champions 2018, Second Place 2016, Semifinalists 2017

California Environmental Negotiation Competition: Winners 2008, 2007, 2003, Second Place 2005, Third Place 2014, 2009, Fourth Place 2016, Sixth Place 2015

ABA-LSD Negotiation Competition: National Finals, Semifinalists 2015; Regional Champions 2016; Regional Finalists 2017, 2014 (tied for second), 2013, 2008, 2007

National Sports Law Negotiation Competition: Champions 2013, Third Place 2015, Fourth Place 2014 and 2012

National Entertainment Law Negotiation Competition: Champions 2014, Third Place 2013

National Negotiation Competition, Liberty University: Second Place 2014

National IP Transactional Meet: Regional Champions 2015; Regional Semifinalists 2013, 2015

### **Arbitration**

ABA-LSD Arbitration Competition: National Champions 2009; Regional Champions and National Finalists 2012-13; National Finals 9<sup>th</sup> place (out of 40 teams) 2015; Regional Finalists and National Finalists 2010-11, 2013-14; Regional Semifinalists 2015, 2011

Sports Law Arbitration Competition: Champions 2006

### **Mock Trial**

South Texas Mock Trial Challenge: Octofinalists 2018, 2015, 2014, and 2013; Top Ten Advocate 2018, 2014, Most Professional Advocate 2013

Show Me Challenge (voir dire competition): Champions 2018, Semifinalists 2016 and 2014, Fifth Place 2017, 2015

ABA Labor Law Trial Advocacy Competition: Regional Champions 2015, Regional Finalists 2016, Regional Semifinalists 2014



ABA Criminal Justice Trial Advocacy Competition: Semifinalists 2011

California Association for Criminal Justice Trial Competition:  
Quarterfinalists 2012, 2010

National Trial Competition: Regional Semifinalists 2017; Regional  
Quarterfinalists 2017, 2016, 2015, 2014, and 2013

### **Client Counseling**

ABA-LSD Client Counseling Competition, National Champions 2002;  
Regional Champions 2016; Regional Finalists 2017, 2016, 2015, 2013,  
2010, 2009, 2008, 2005

### **Mediation**

International Law School Mediation Tournament: Mediation Champions  
2013, Third Place Mediation Team 2018, 2017, 2014, and 2012, Fourth  
Place Mediation Team 2008, 2010, and 2011, Fifth Place Mediation Team  
2011, Sixth Place Mediation Team 2014 and 2015, Seventh Place  
Mediation Team 2016, Ninth Place Mediation Team 2012;  
Advocate/Client Champions 2008 and 2010, Second Place  
Advocate/Client Team 2017, 2016, and 2014, Third Place  
Advocate/Client Team 2017 and 2009, Fourth Place Advocate/Client  
Team 2015, Fifth Place Advocate/Client Team 2013, Sixth Place  
Advocate/Client Team 2011, Seventh Place Advocate/Client team 2018,  
Eighth Place Advocate/Client Team 2013 and 2014; Ninth Place  
Advocate/Client Team 2015; individual awards for mediators and  
advocates/clients in 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015,  
2016, 2017, and 2018

International Mediation Tournament, Liverpool, England, 2009: First  
Place Team, Second and Third Place Individual Mediators

ABA Representation in Mediation Competition: Regional Champions and  
National Finalists (semifinalists at national finals) 2013, Regional  
Finalists 2012

### **Moot Court**

ABA-LSD NAAC Competition: National Finalists 2018 (octofinalists), 2014  
(semifinalists), 2013, 2011, 2008, 2007; Best National Brief 2018;  
Regional Finalists 2018, 2014, and 2013; Fourth Place National Advocate  
and Ninth Place National Advocate 2014; Second Place Regional Brief  
2018; Top Regional Advocate 2018, 2013, 2010, and 2009; Second Place  
Regional Advocate 2018, 2013; Fifth Place Regional Advocate 2018

National Moot Court Competition: Regional Champions 2015, Regional Finalists 2016, Regional Semifinalists 2015 and 2012, Regional Quarterfinalists 2012, 2013, and 2014; Second Place Regional Brief 2015 and 2014 (tie), Third and Fourth Place Regional Briefs 2012

Thomas Tang Moot Court Competition: National Finalists 2016, 2015, 2014, 2013, 2012, 2011, 2010, 2009, 2008, 2006; Finalists at National Finals 2011 and 2010; Semifinalists at National Finals 2015, 2014, 2010, 2006; Quarterfinalists at National Finals 2016, 2015, 2013, 2012; Individual awards at the national level: Best Brief 2016, Best Advocate 2013, Second Place Advocate 2015, Second Place Brief 2014; Individual awards at the regional level: Top Advocate 2011, 2010, 2008, 2007, 2006, First Place Brief 2015, 2014, 2012, and 2011, Second Place Brief 2010, 2009, and Second Place Advocate 2015 and 2009

Charleston Moot Court Competition: Best Brief 2014

Whittier Juvenile Law Moot Court Competition: Champions 2017; Finalists 2014; Semifinalists 2013, 2014, 2015, and 2016; Best Brief 2016; Third Place Brief 2013; Second, Third, and Ninth Place Advocates 2017; Third Place Advocate 2015; First, Second and Third Place Advocates 2014; Second, Third, and Fourth Place Advocates 2013; Second Place Brief, Fifth Place Advocate 2012

### **National Pretrial Competition**

Fifth Place 2014, Quarterfinalists 2012, Semifinalists 2011, Best Brief 2010; Best Advocate in second and third rounds 2017

### **National Animal Advocacy Competitions**

Closing Argument Competition: First Place 2005, Second Place 2007  
Mock Trial Competition: First Place 2006  
Moot Court Competition: Second Place 2005