

Janet Martinez

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Martin Daniel Gould Center for Conflict Resolution
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UNIVERSITY APPOINTMENTS

- 2005 to present **STANFORD UNIVERSITY**
Senior Lecturer in Law and Director, Gould Negotiation and Mediation Program; Director, Gould ADR Research Initiative
- Teach courses in negotiation, advanced negotiation, alternative dispute resolution, dispute system design and commercial arbitration
 - Manage team of fifteen lecturers in law
 - Research international and domestic dispute system design, online dispute resolution, and groundwater sustainability policy
- 2003 to 2005 **STANFORD UNIVERSITY**
Lecturer in Law, Gould Negotiation and Mediation
- Courses in negotiation, advanced negotiation, alternative dispute resolution, dispute system design and mediation
- 2002 to 2005 **UNIVERSITY OF CALIFORNIA - HASTINGS SCHOOL OF LAW**
Adjunct Professor of Law
- Courses in negotiation, mediation, international negotiation and dispute settlement
- 1992 to 2000 **HARVARD UNIVERSITY**
Lecturer at Program on Negotiation at Harvard Law School, Kennedy School of Government, Graduate School of Business and Graduate School of Design
- Harvard Business School. Head Teaching Fellow for *Quantitative Methods, Decision Analysis and Negotiation*; Research Associate, Negotiation Roundtable

1996 – 2000

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

- Lecturer. *Courts & American Society*.
- Teaching Fellow. Department of Urban Studies & Planning, *Bargaining and Negotiation in the Public Sector*.

PROFESSIONAL PRACTICE

2004 to present

LAX SEBENIUS LLC: THE NEGOTIATION GROUP

Senior consultant for negotiation training and advising services for private, public and nonprofit sector clients.

1994 to 2010

2020 to present

CONSENSUS BUILDING INSTITUTE

Senior Associate; Senior Consultant; Board of Directors. Projects included: Director, Global Forum on Trade, Environment & Development, an informal facilitated dialogue of senior international trade and environmental policy leaders from government, nongovernmental organizations and inter-governmental organizations; Building Negotiating Capacity for Group of 77, a 2-year facilitated capacity-building program with G77 leadership at the United Nations; Schlangenbad and Buenos Aires Pre-COP Workshops on Climate Change, an informal facilitated dialogue for senior diplomats and non-governmental organization representatives; negotiation training for senior officials at World Bank and U.S. General Services Agency; Council on Foundations facilitation training program for family foundations; extensive public sector, corporate, and nonprofit curriculum development and training.

1977 - 1990

MCKESSON CORPORATION

Paralegal (1977-80); Assistant Counsel to Senior Counsel. Principal transaction counsel to \$15 billion, NYSE-listed company. Counsel to all McKesson operations on wide range of general corporate and business matters, including securities, corporate finance, commercial real estate, environmental compliance, intellectual property, public affairs, bankruptcy and employment matters.

1973 – 1976

UNIVERSITY OF IDAHO FOUNDATION

Executive Director (1975-76) for private foundation with responsibility for fundraising and managing projects outside of the University's state-funded budget, including University Arboretum, Appaloosa Horse Program, and Barnard Stockbridge Photography Collection.

EDUCATION

- 2004 **MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Ph.D. Dissertation: International Dispute Settlement System Design: Analysis of the World Trade Organization. Society for Graduate Fellows in Sustainability, MacArthur Research Fellow, Ida Green Fellow and Program on Negotiation Graduate Research Fellow.
- 1991 **HARVARD UNIVERSITY, KENNEDY SCHOOL OF GOVERNMENT**
Master of Public Administration.
 • Specialization in Negotiation & Dispute Resolution, Program on Negotiation at Harvard Law School.
- 1980 **GOLDEN GATE UNIVERSITY** J.D. Admitted to practice before the California State Bar (1980) and U.S. Patent & Trademark Office.
- 1973 **WASHINGTON STATE UNIVERSITY** B.S. Bacteriology and Public Health.

ACADEMIC COURSES TAUGHT

STANFORD LAW SCHOOL (2003 – PRESENT)

- ADR: Law, Practice and Policy
- ADR Practicum
- Advanced Negotiation: Environmental Policy
- Advanced Negotiation: Transactions
- Advanced Negotiation: International
- Advanced Negotiation: Public Policy
- Arbitration in America
- Dispute System Design
- International Dealmaking: Vienna Field Negotiation Seminar
- Mediation Seminar
- Negotiation Seminar
- Negotiation on the Ground: Discussions at the Intersection of Theory and Practice

POLICY PRACTICA

Stanford Law School offers policy practicums (labs) to give students hands-on experience to influence and advise government agencies and non-profit organizations about cutting-edge policy issues in real time. [Clients in brackets]

- Catalyzing Nature-Based Coastal Flood Mitigation [FEMA]
- Community-Led System Design Practice [California Judicial Council]
- Court Online Mediation Service Practicum [San Mateo Superior Court]
- Design for Justice: Language Access [California Judicial Council]
- Mediation Confidentiality and Attorney Malpractice in California [California Legislative Revision Council]
- Prototyping Access to Justice [California Judicial Council]
- International Mediation Convention [UNCITRAL]
- Mauritius Convention Transparency Registry [UNCITRAL]
- Stanford Center for Ocean Solutions and Stanford Law [Gould Center]:
- 1.0 The Outlaw Ocean: Illegal Fishing and Human Rights Abuses [Global Fishing Watch, Stanford Center for Human Rights and International Justice]
- 2.0 The Outlaw Ocean: Multidisciplinary Solutions to Challenges on the High Seas [Global Fishing Watch and International Seafood Sustainability Foundation]
- 3.0 The Outlaw Ocean [Fishwise and University of Nottingham Rights Lab]
- Stanford University Conflict Management [Office of the Provost]
- San Francisco Human Rights Commission [City & County of San Francisco]

PUBLICATIONS

- Santos BS, Devereaux SG, Gjerde K, Chand K, Martinez J and Crowder LB (2022) "The diverse benefits of biodiversity conservation in global ocean areas beyond national jurisdiction." *Front. Mar. Sci.* 9:1001240. doi: 10.3389/fmars.2022.1001240
- L. Wing, J. Martinez, E. Katsh and C. Rule, "Designing Ethical Online Dispute Resolution Systems: The Rise of the Fourth Party" *Negotiation Journal* (Winter 2021) 49-64.
- A.J. Schmitz and J. Martinez, *ODR and Innovation in the United States* in M. Wahab, E. Katsh, eds. *Online Dispute Resolution: Theory and Practice: A Treatise on Technology and Dispute Resolution* (2021).
- T. Moran, J. Martinez, W. Blomquist, "Dispute Resolution Clauses in Interorganizational Coordination Agreements: A Comparative Analysis," *Stanford Water in the West* (June 2021).
- J.K. Martinez, "Designing Online Dispute Resolution," *J. of Dispute Resolution*, vol. 2020, number 1, p. 135-149.
- L. Amsler, J. Martinez and S. Smith, *Dispute System Design: Preventing, Managing and Resolving Conflict* (Stanford University Press, 2020).
- J. Martinez, E. Conrad and T. Moran, "International Dispute System Design: Shoals and Shifting Goals," *J. of Dispute Resolution* (2020) p. 77.
- T. Moran, A. Saracino, Z. Sugg, B. Thompson, J. Martinez, "Evaluating the Use of Data Platforms for Water Management Decisions" (2020).

- T. Moran, J. Martinez, W. Blomquist, "Dispute Resolution Processes: Thinking through SGMA [Sustainable Groundwater Management Act] Implementation", (Oct. 9, 2019).
- J. Martinez, C. Rule, S. Yates, "Designing a System for the Online Resolution of Cross-Border Custody Disputes" *World Arbitration and Mediation Review* 12(1), 45-69 (2019).
- M. Hagan and J. Martinez, "Design Report: Language Access Innovations in Court: How Can Courts Use Technology & Design to Support People in Court When They're Not Proficient in English?" (2019) *Stanford University Legal Design Lab*.
- E. Conrad, T. Moran, I. Crankshaw, W. Blomquist, J. Martinez, L. Szeptycki, "Putting Adaptive Management into Practice: Incorporating Quantitative Metrics into Sustainable Groundwater Management" (March 4, 2019).
- E. Conrad, T. Moran, M. DuPraw, D. Ceppos, W. Blomquist, "Diverse Stakeholders Create Collaborative, Multilevel Basin Governance for Groundwater Sustainability," *Stanford Environmental Law Journal* (2018).
- J. Martinez, C. Rule and S. Yates, "Designing a System for the Online Resolution of Cross-Border Custody Disputes," *World Arbitration and Mediation Review*, 37(1) (2018): 45.
- T. Moran, J. Martinez and W. Blomquist, "Thinking Through SGMA Implementation: Dispute Resolution Processes," Stanford Digital Repository.
- L. Szeptycki, E. Conrad, W. Blomquist and J. Martinez, "A Flexible Framework or Rigid Doctrine? Assessing the Legacy of the 2000 Mojave Decision for Resolving Disputes over Groundwater in California," *Stanford Environmental Law Journal*, 37(2), (2018): 185-250.
- J. Martinez, E. Conrad and T. Moran, "Upstream, Midstream, and Downstream: Dispute System Design for Sustainable Groundwater Management," *13 U. St. Thomas L.J.* (April 2017).
- L. Amsler, J. Martinez and S. Smith, "Christina Merchant and the State of Dispute System Design," *Conflict Resolution Quarterly* (2015).
- J. Srikantiah and J. Martinez, "Applying Negotiations Pedagogy to Clinical Teaching," *21 Clinical Law Review* 283 (2014).
- S. Purcell and J. Martinez, "Mediators in the Field: Experiences Around the Globe," *American Bar Association Dispute Resolution Magazine* (Winter 2014).
- J. Martinez, S. Purcell, H. Shaked-Gvili and M. Mehta, "Dispute System Design: A Comparative Study of India, Israel and California," *14 Cardozo Journal of Conflict Resolution* 807 (2013).
- S. Smith and J. Martinez, "An Analytic Framework for Dispute Systems Design," *Harvard Negotiation Law Review* (Winter 2009).
- CEB, *A Litigator's Guide to Effective Use of ADR in California*, Consulting Editor (2006).
- J. Martinez and L. Susskind, "Parallel Informal Negotiation: An Alternative to Second Track Diplomacy," *International Negotiation* (Winter 2000).

- Martinez, "Commentary: Law and Power in Agency Relationships," in *Negotiating on Behalf of Others* (Sage, 1999).
- Susskind, Chayes and Martinez, "Parallel Informal Negotiation: A New Kind of International Dialogue," *Negotiation Journal* (January 1996).
- Martinez, "Consensus Building in Family Foundations," Council on Foundations (1997) and Program on Negotiation Working Paper 2000-01 (2000).

TRAINING AND CONSULTING

Consulting, design and conduct of negotiation training programs for for-profit, non-profit, and public agencies, including:

- Borden Ladner Gervais
- British Columbia Investment Council
- Covington and Burling
- Haida Nation
- Novartis Pharmaceutical
- Shell Oil Company
- Natural Resources Defense Council, Inc.
- United Nations
- U.S. Department of Justice
- World Bank

TEACHING/PRESENTING AT OTHER INSTITUTIONS

- American Bar Association, Dispute Resolution Section [dispute system design presentations, 2008-present]
- Colorado ADR Conference
- Harvard University
- Hitotsubashi University
- JAMS: Mediation, Arbitration and ADR Services
- Rikkyo University School of Law
- Santa Clara University, School of Law
- University of Tokyo
- University of Vienna Business Law School [2010-present]

OTHER PROFESSIONAL AFFILIATIONS

2018 to present **INTERNATIONAL COUNCIL FOR ONLINE DISPUTE RESOLUTION**
Board of Directors

2014 to present **AMERICAN BAR ASSOCIATION** – Section on Dispute Resolution

2020 to present	CONSENSUS BUILDING INSTITUTE Board of Directors
2010 to present	NATIONAL CENTER FOR TECHNOLOGY AND DISPUTE RESOLUTION NCTDR Fellow
2010 to 2013	CALIFORNIA DISPUTE RESOLUTION COUNCIL Board of Directors
1997 to 1999	HARVARD MEDIATION PROJECT Mediator and Court Liaison, Massachusetts District Court
1999 to 2010	CENTER FOR PUBLIC RESOURCES Arbitrator. Advisory Council.