



## **HESHA ABRAMS, ESQ.**

### **Abrams Mediation And Negotiation, Inc.**

7616 Burns Run, Suite 180, Dallas, Texas, U.S.A. 75248-2322

Tel (972) 702-9066 Fax (972) 702-0656

Web page: [www.abramsmediation.com](http://www.abramsmediation.com)

Email: [hesha@abramsmediation.com](mailto:hesha@abramsmediation.com)

---

**Counselor to the Deal** – Negotiator and Mediator with National/International practice. Since 1986, successfully settled and resolved cases for thousands of parties; specializes in complex, multi-party, intellectual property and commercial cases. Among the more noteworthy cases she has resolved are:

Two telecom giants fighting over essential trademarks; nine figure settlements over significant telecommunication patents for major cell phone carriers; mass computer systems patent infringement suits; patent infringement and theft of trade secrets for multimillion dollar cosmetics companies; highly specialized design patents in competitive lighting industry; major hospitals fighting over trademarks and branding; eight party construction dispute over large building roof cave-in; death, brain damage and breast implant cases; asbestos litigation involving massive insurance claims; airplane crash case involving army reserve officers; large employment class actions; municipalities involved in heated political firings; disability access cases against municipalities; responsibility over a major nine figure environmental cleanup site; internal law firm disputes for national firms; emotional and political fights over teaching the Bible in public schools in Texas; established management-union partnership councils at four VA medical centers, resolved 25 year court desegregation order for a Texas community, among others.

**International Work** – Invited to speak on negotiation at the 2001 International Symposium on Negotiation and Conflict Resolution, The Hague, Netherlands. Experience with individuals and companies in Taiwan, China, Thailand, Japan, Sweden, United Kingdom, India, Mexico, Israel and Viet Nam. Have conducted mediations in China, the U.K., Mexico, Canada, and throughout the United States for domestic and international parties.

**Private Negotiator/Settlement Counsel/Neutral Case Evaluation** - Handle negotiations for private parties or shadow consult on large deals to maximize negotiation position and results. Clients are confidential, private references available upon request.

**Former Trial Lawyer** – Handled complex commercial litigation for Hopping, Boyd, Green & Sams in Tallahassee, Florida; Boyd & Dubose in Dallas, Texas; and Abrams & Abrams in Dallas, Texas. Law clerk to Federal Judge Maurice Paul, ND, FL.

### **Professional Awards & Associations**

AV Rating, Martindale-Hubbell

Best Lawyers in Dallas, D Magazine

National Panel - Dow Corning Breast Implant Cases

Chair - Texas Bar Intellectual Property ADR Committee, 2007-2008

Chair -North Texas Patent Task Force, Created Ten Point Plan for Patent case management, 2007

Appointed - Delegate Fifth Circuit Judicial Conference, 1988, 1990, 2002, Speaker 2005.

Elected Fellow - Texas Bar Foundation - 2006

Legislative Task Force on ADR - Co-Drafted landmark ADR law in Texas creating an effective statewide mediation program. S.B. 1436, Chapter 154, Texas ADR Act.

Pro Bono Award, Legal Services Corp. - Dallas, Texas 1986 & 1988

Steve Brutsche' Award for Excellence - Association of Attorney Mediators, 1988

Kick Boxing Champion 1998- Dallas city-wide tournament

## **Publications**

*"The Art of the Deal, Deal Mediation"*, Indian Institute of Arbitration and Mediation, 2010, [http://arbitrationindia.com/pdf/tia\\_latest.pdf](http://arbitrationindia.com/pdf/tia_latest.pdf); *"The Art of the Deal"* for ABA web teleconference "Deal Mediation"; February 6, 2008; *"The Art of the Deal"*, Netherlands-Vlaams Journal for Mediation and Conflict Management: 2008, [www.bju.nl](http://www.bju.nl); *The Sandwich Technique*, 3:1 The ADR Report (Spring 1994); *Mediation of Claims Involving Insurance Companies*, 2:1 The ADR Report (Fall 1993); *The Magic of Conflict* 2:1 The ADR Report (Fall 1993); *Mediation-Makes Your Practice More Profitable*, 23 Texas Lawyers Forum 4 (1989); *Combined Processes (mediation, arbitration, & other ADR procedures)*, Second Handbook of Alternative Dispute Resolution – *Powerful Tools in the Attorney's Arsenal*, Dallas Training Materials (1988); *Mediation as an Effective Settlement Tool*, Texas Trial Lawyers Forum (1988); *Mediation of Claims Involving Insurance Companies*, 52 Texas Bar Journal 1 (1988); *Insurance Mediation*, Handbook of Alternative Dispute Resolution – New Horizons for the Texas Judicial System, State Bar of Texas (1987); *Leon Co. Lawyer's Handbook – Civil & Criminal Actions in Circuit and County Courts*, A Lawyers Guide, Sept. (1982), (1990-2003) designed and wrote outstanding training manuals/materials utilized in seminars and training for federal and state courts, bar associations and corporations.

## **Education**

Florida State University College of Law, Tallahassee, FL (f/k/a Lila Abrams)  
*J.D. with Honors*, Dec. 1981  
University of Florida, Gainesville, FL *B.A.*, August 1978  
Texas Bar 1984; Florida Bar 1982

## **Additional Skill Set**

I have worked with those who are dying through Hospice organizations and conducted Suicide Crisis Telephone counseling in Dallas and hospital chaplaincy at Cedars Sinai in Los Angeles. This highly developed psychological skill set is instrumental in the ability to craft agreements with the most intense personalities, emotions and complex situations.