



CRAIG NIERMAN

Nierman ADR

319-351-4900

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CURRENT EMPLOYMENT

Nierman ADR

Mediator and Arbitrator

University of Iowa College of Law

*Adjunct Professor:
Arbitration and Insurance*

EDUCATION

Harvard Law School

Cambridge, Massachusetts

Negotiation Master Class, 2024

University of Iowa College of Law Iowa City, Iowa

Juris Doctor, 1999

With High Distinction

University of California Davis, California

Bachelor of Arts, 1990

PROFILE

Mediator and Arbitrator

Serving as a neutral in commercial, insurance, healthcare, and tort cases. "AV" rated, 25+ year litigation veteran. Additional experience teaching Arbitration and Insurance Law, managing claims for an international insurer, and publishing on business, insurance, and ADR topics.

PRIOR EXPERIENCE

Phelan Tucker Law LLP; Iowa City, Iowa

Attorney and Partner, 2017-25

Served as a neutral in commercial, insurance, healthcare, and tort claims. Represented businesses, government entities, individuals, insurers, medical providers, and non-profits in commercial litigation including jury and bench trials, motion practice, appeals, as well as arbitrations.

Matters included:

- First and third-party insurance claims as well as extracontractual damages, subrogation, "no fault," and producer liability claims;
- Professional negligence, payor/provider disputes, as well as other healthcare contracting and compliance matters; and
- Business tort, contract, intellectual property, and employment claims as well as real estate sales, development, leasing, and construction.

Nierman Law, PLC; Iowa City and Coralville, Iowa

Attorney and President, 2001-17

Served as a neutral in commercial claims.

Represented businesses, individuals, medical providers, and non-profits in commercial litigation including jury and bench trials, motion practice, appeals, as well as arbitrations.

Matters included:

- First and third-party insurance claims as well as extracontractual damages, subrogation, "no fault," and producer liability claims;
- Professional negligence, payor/provider disputes, as well as other healthcare contracting and compliance matters; and
- Business tort, contract, intellectual property, and employment claims as well as real estate sales, development, leasing, and construction.

Dell Richard Law Office; Iowa City, Iowa

Attorney, 1999-2000

Represented clients in litigation and transactional matters including business, insurance, tort, employment, real estate, and taxation cases.

State Farm Insurance Companies; Indianapolis, San Francisco, and Iowa City

Claim Specialist, 1990-97

Managed first and third party litigated, injury, and property cases. Participated in arbitration and mediation. Testified in litigation.

SELECTED PUBLICATIONS

Not What We Bargained For: Deception's Unintended Consequences

— THE BRIEF — (2025)

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets 53 THE BRIEF 4 (2024)

Arbitration of Iowa Insurance Claims 83 IOWA LAWYER 6 (2023)

Virtually as Good? Psychological, Practical, and Performance Issues in Online Mediation AMERICAN BAR ASSOCIATION, PROFESSIONAL LIABILITY LITIGATION COMMITTEE (2024) (original publication: 83 IOWA LAWYER 2 (2023))

Intentional and Unintentional Business Torts and Court Procedure in COMPREHENSIVE BUSINESS LAW, 3rd ed., Cognella (2022)

BAR ADMISSIONS

United States Court of Appeals Eighth Circuit 2001

United States District Court Northern District of Iowa Southern District of Iowa 1999

Supreme Court of Iowa 1999

SELECTED PROFESSIONAL PRESENTATIONS

Mediating Insurance Coverage Cases September 2025, American Bar Association, Tort, Trial and Insurance Practice Section, Chicago (invited)

Virtual Mediation: Psychology and Practice August 2025, Iowa Judicial Branch (teleconference)

Virtually As Good? Psychological and Practical Issues in Online Communication and Mediation July 2025, University of California, Berkeley School of Law, Berkeley Judicial Institute (teleconference)

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets June 2025, Iowa State Bar Association

Using Focus Groups, Jury Surveys and Jury Consultants June 2025, Iowa State Bar Association

Electronic Medical Records May 2025, American Bar Association, Litigation Section (teleconference)

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets April 2025, American Bar Association, Business Section, New Orleans

Winning with Arbitration: Everything You Wanted to Know About Arbitration (but were afraid to ask) April 2025, Iowa State Bar Association (teleconference)

What I Want from My Mediator April 2025, American Academy of ADR Attorneys, Des Moines

Data-Driven Negotiations: Applying Empirical Research to Mediation March 2025, American Academy of ADR Attorneys (teleconference)

Using Scientific Research to Out-Negotiate Your Opponent March 2025, American Bar Association, Litigation Section, Tucson

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets February 2025, American Bar Association, Tort, Trial and Insurance Practice Section, San Diego

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets February 2025, American Bar Association, Tort, Trial and Insurance Practice Section

Applying Psychological Research to Improve Mediation Success February 2025, American Arbitration Association (teleconference)

Effective Summary Judgment Strategies February 2025, Iowa State Bar Association (teleconference)

Virtual Mediation: Psychology and Practice December 2024, Lincoln Inn of Court (teleconference)

Online Mediation: Five Years In January 2025, American Bar Association (teleconference)

Practical Uses of AI January 2025, David R. Hansen Inn of Court (teleconference)

Litigating Business Valuations

PROFESSIONAL MEMBERSHIPS AND AWARDS

American Academy of ADR Attorneys

President
Board Certified Mediator

American Arbitration Association

Arbitrator and Mediator

American Bar Association

Business Law, Dispute Resolution,
Health Law, Litigation, as well
as Tort, Trial, and Insurance
Practice Sections (and multiple
subcommittees)

David R. Hansen Inn of Court

President

Eighth Circuit Bar Association

Member

International Academy of Dispute Resolution

Mediator of the Academy

Iowa State Bar Association

Alternative Dispute Resolution (Chair),
Business Law, Health Law, Labor and
Employment, and Litigation Sections;
Federal Practice Committee;
Outstanding Section Chair Award;
Pro Bono Honor Roll

Johnson, Linn, and Polk County [Iowa] Bar Associations

Member

Martindale-Hubbell

"AV Preeminent"

New Era ADR

Arbitrator and Mediator

Order of the Coif

Inducted Member

State of Iowa

Governor's Volunteer Award

January 2025, Iowa State Bar Association (teleconference)

Ethics Issues in Litigation

December 2024, Iowa State Bar Association (teleconference)

Using Empirical Research in Negotiations

December 2024, Lincoln Inn of Court (teleconference)

Damages in Wrongful Death Cases

November 2024, Iowa State Bar Association (teleconference)

Online Mediation: Psychological and Practical Considerations

October 2024, The New Possibilities Hour (teleconference)

The Psychology of Online Communication: Virtually as Good as in Person?

October 2024, National Association of Administrative Law Judiciary, Chicago

Mediating Professional Liability Cases

October 2024, American Bar Association, Professional Liability
Litigation Committee (teleconference)

Proving and Challenging Attorney Fee Claims

October 2024, Iowa State Bar Association (teleconference)

Best Practices in Jury Selection

September 2024, Iowa State Bar Association (teleconference)

Taking Medical Provider Depositions

August 2024, Iowa State Bar Association (teleconference)

Virtual Mediation: Psychology and Practice

June 2024, American Bar Association, TIPS Dispute Resolution
Committee (teleconference)

Virtual Mediation: Psychology and Practice

May 2024, American Academy of ADR Attorneys (teleconference)

Psychological Issues in Virtual [Arbitration] Hearings

April 2024, Iowa State Bar Association, Des Moines

Virtual Mediation: Psychological and Other Considerations

March 2024, Center for Conflict Resolution (teleconference)

How to Succeed in Virtual Mediations

March 2024, American Bar Association, Insider TIPS Podcast

Tested and Proven Strategies for Success in Insurance Coverage Mediations

March 2024, American Bar Association, Litigation Section, Tucson

Virtual Meetings: Science, Challenges and Solutions

February 2024, American Arbitration Association (teleconference)

Helping all Parties Fully Participate in ADR

December 2023, Iowa State Bar Association, Des Moines

The Science behind Virtual Mediation and Arbitration

November 2023, Iowa State Bar Association, Des Moines

Mediation and Arbitration: Preparation, Strategy, and Advocacy

June 2023, Iowa State Bar Association, Des Moines

Arbitration of Health Insurance Claim Disputes

June 2023, Iowa State Bar Association (teleconference)