



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:
Insurance, Arbitration*

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 ADR, business, insurance 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 cases;
- 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 cases;
- 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

54 THE BRIEF 4 (2025)

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets

53 THE BRIEF 4 (2024)

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))

Arbitration of Iowa Insurance Claims

83 IOWA LAWYER 6 (2023)

Intentional and Unintentional Business Torts; 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

Towers of Risk: Duties, Ethics, and Extracontractual Exposure in Multi-Layer Coverage

March 2026, American Bar Association, Litigation Section, Tucson (invited)

From Lime Street to Main Street: The London Market's Influence on American Coverage Disputes

February 2026, American Bar Association, Tort, Trial and Insurance Practice Section, San Diego (invited)

Corporate Representative Depositions: Strategy, Execution, and Use

November 2025, Iowa State Bar Association (teleconference)

Not What We Bargained For: Deception's Unintended Consequences

October 2025, American Academy of ADR Attorneys (teleconference)

Mediating Insurance Coverage Cases

September 2025, American Bar Association, Tort, Trial and Insurance Practice Section, Chicago

Using Technology to Connect with Juries

September 2025, Iowa State Bar Association (teleconference)

What Non-IP Lawyers Need to Know about Intellectual Property

August 2025, Iowa State Bar Association (teleconference)

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)

Litigating Certificate of Merit Issues

May 2025, Iowa State Bar Association, (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

PROFESSIONAL MEMBERSHIPS AND AWARDS

American Academy of ADR Attorneys

President
Board Certified 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"

Order of the Coif

Inducted Member

State of Iowa

Governor's Volunteer Award

Data-Driven Negotiations: Applying Counterintuitive Research to Avoid Bargaining Regrets

February 2025, American Bar Association, Tort, Trial and Insurance
Practice Section, San Diego

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, Litigation Section (teleconference)

Litigating Business Valuations

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: Psychological and Other Considerations

March 2024, Center for Conflict Resolution (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)