

Mediation practice guide : a handbook for resolving business disputes



This unique text provides an invaluable and straightforward understanding of the key issues - suitability, preparation and advocacy - in mediation. Mediation Practice Guide A Handbook for Resolving Business Disputes is filled with the hows and whys of successful mediation. It walks seasoned dispute resolution professionals and neophytes alike through the mediation process, covering the factors affecting the decision to mediate, the stages of a typical mediation, the roles of the mediator and the mediation advocate, and corporate and law firm ADR strategies. In addition, it features several case studies showing how mediation helped disputants avoid damaging and costly litigation. Topics covered by the Mediation Practice Guide include: Mediation, Arbitration and Litigation Suitability of Dispute for Mediation Why Mediation Works or Fails How to Propose Mediation Mediator Styles, Strategies and Techniques How to Select a Mediator How to Prepare for Mediation Role of the Client in Mediation Negotiating Techniques in Mediation Mediation Forms and Agreements Corporate and Law Firm ADR Strategies 25 Practice Tips for Effective Mediation Advocacy

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