



MEDIATION AS A DISPUTE RESOLUTION OPTION

Catalyst Mediation Skills

This practical one-day course will increase your confidence by learning when to recommend mediation to clients, how best to get the other party to agree and how to ensure your clients are best looked after both before and at the mediation. This knowledge will enable you and your firms to add value to your client service provision.

COURSE OVERVIEW

Understanding mediation

The first session:

- ✓ compares mediation with other resolution processes;
- ✓ looks at why it works when negotiations have failed;
- ✓ when and when not to consider it; and
- ✓ what are the benefits to clients and to lawyers.

Getting to mediation

This covers:

- ✓ assessing your clients' case;
- ✓ convincing clients and the other side to mediate; and
- ✓ choosing the mediation provider
- ✓ the terms of the Agreement to Mediate.

Preparing the strategy

This provides an insight into:

- ✓ how to prepare your clients and your team for the mediation;
- ✓ who to field in the team; and
- ✓ developing a strategy for joint and private mediation meetings.

The Mediation

Finally you will gain an understanding of:

- ✓ the impact of the opening statement;
- ✓ techniques to uncover the real issues;
- ✓ ways of exploring alternative solutions;
- ✓ bargaining strategies;
- ✓ deadlock and how to deal with it; and
- ✓ finally, preparing the Settlement Agreement.

Debrief and Evaluation

Some of the most valuable times in any training day are the moments when we share our perspectives with other participants. This open forum allows participants to consider issues raised during the day and provides time for each participant to produce an individual action plan.

THE COURSE LEADERS

The course would be led by David Semple, a founding partner and Chairman of Semple Fraser WS, and Jeremy Scuse, a Fellow of the Institute of Directors. Both are principals of Catalyst Mediation and experienced mediators. Their CVs can be viewed on our website www.catalystmediation.co.uk.

WHO WOULD BENEFIT?

Ideal for solicitors who are unfamiliar with the mediation process.

COURSE LENGTH

8 hours (CPD) on one day.

LEARNING OUTCOMES

By the end of this course the participants will have gained:

- ✓ Insight into how and why mediation works as a resolution process.
- ✓ Practical ideas on deciding when it may be appropriate
- ✓ New skills in preparing for a successful outcome.
- ✓ A new approach to negotiating.
- ✓ Creating a binding Settlement Agreement.

COURSE DATES

Aberdeen 12/12/08 & 17/04/09
Edinburgh 07/11/08 & 15/05/09
Glasgow 14/11/08 & 13/03/09

BUDGET

£350 + VAT per delegate, including course handouts, lunch and refreshments.

DISCOUNTS

Book 2 or more delegates onto the same course for a 10% discount. Plus pay 28 days before the course date or earlier, for a further 10% discount.

BOOKING FORM

Via Jeremy Scuse on
078 11 14 14 82

jeremy@catalystmediation.co.uk
www.catalystmediation.co.uk



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