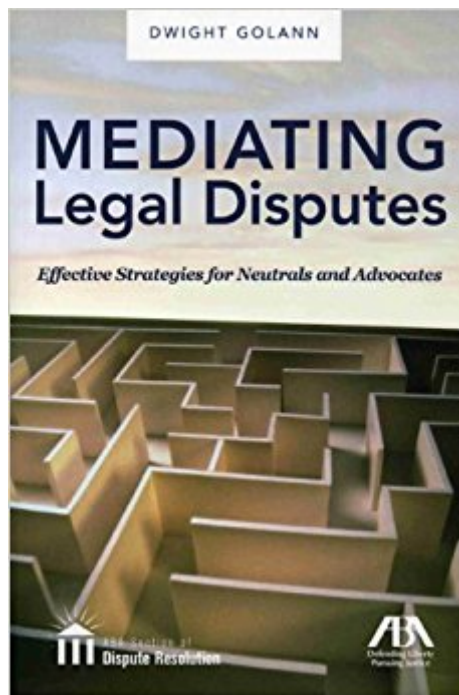




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# Mediating Legal Disputes: Effective Strategies For Neutrals And Advocates



## Synopsis

This book combines theory with practical techniques for resolving difficult legal disputes, including: mediating effectively between hostile lawyers and parties; dealing with insulting first offers and reneging; predicting litigation outcomes without alienating disputants; effective impasse-breaking tips; and, for litigators, utilizing a mediator's special powers to achieve better outcomes for clients. Includes a DVD that demonstrates conducting an opening session, eliciting offers, delivering an evaluation, applying impasse tactics, and other essential skills.

## Book Information

Paperback: 370 pages

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## Customer Reviews

This is a thorough guide to mediation by national mediator and mediation trainer Golann (law, Suffolk Univ.). Writing for lawyers with varying degrees of interest in mediation, Golann and eight contributors have chosen a Baedeker-like format to appeal to those looking for a simple overview or desiring to become practitioners. The authors go into great detail about the barriers to a successful mediation and how to overcome them, the significant advantages of mediation over litigation, and the tactics neutral mediators can use in facilitating resolutions that are less accessible and frequently inappropriate for attorneys representing individual clients. The book includes extensive examples to illustrate different types of mediation and clarify complex points, and a section is also devoted to the hottest topics for mediation today. For law libraries. --Julie Denny, Alliance for Mediation & Conflict Resolution, New York Copyright 1997 Reed Business Information, Inc. --This text refers to an out of print or unavailable edition of this title.

Updated periodically --This text refers to an out of print or unavailable edition of this title.

Book is quite useful, but it arrived with the wrong DVD! Instead of the "Skills of the Mediator" DVD, the book arrived with the DVD for a different book - "Sharing a Mediator's Powers." The ABA wants me to return not only the wrong DVD, but also the book. Why can't they just send me the correct DVD!

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