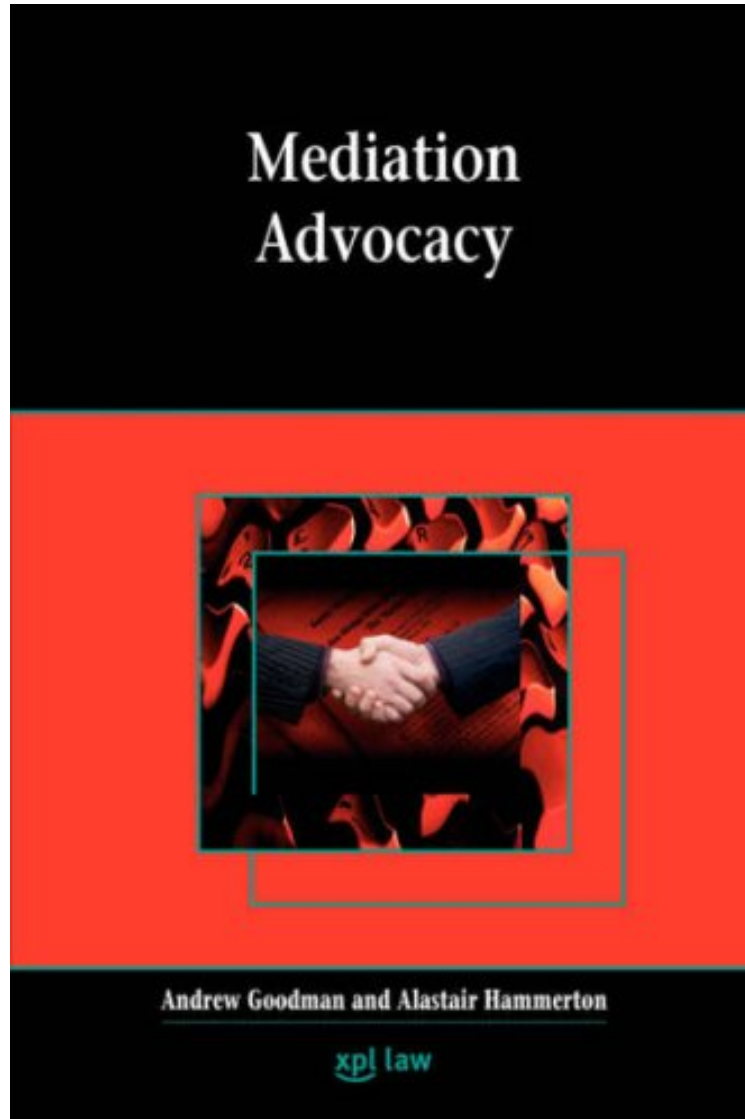


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Mediation Advocacy (Professional Skills)

Andrew Goodman, Alastair Hammerton

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Andrew Goodman, Alastair Hammerton : Mediation Advocacy (Professional Skills) before purchasing it in order to gauge whether or not it would be worth my time, and all praised Mediation Advocacy (Professional Skills):

"Mediation is not a soft option for the advocate. If you are unprepared, if you do not know what to expect, if you do not know what you are doing, your client will be at a considerable disadvantage and you will come unstuck. This book

is aimed at lawyers and other professional advocates who represent clients in mediation. It is written not only for "first-timers" needing to learn about the basics of mediation very quickly, particularly as to what they should expect and how they should prepare. More seasoned advocates wishing to specialise in mediation advocacy and who want to develop the particular skills that it requires will also find it invaluable. "The advocacy skills necessary in a mediation are quite different from those required for the (usually civilised) battle that takes place in a courtroom. That is why Mediation Advocacy is such a valuable book. It gives a great deal of very useful advice as to how to prepare for and conduct a mediation from beginning to end. It is an intensely practical book. It will be of great benefit to all those who conduct litigation." Lord Justice Dyson, Foreword."