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Ethical and Effective Advocacy in Mediation

This Mediation Advocacy course is designed for attorneys who would like to expand their range of professional services to include effectively representing clients in mediation.

Mediation Advocacy differs from traditional litigation advocacy and the attorney of today needs to master the skills to help their clients win at mediation.

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What do your clients hope to achieve at mediation? Economic or other form of JUSTICE. A MONEY settlement – pay minimum or receive maximum amount. CLOSURE – an end to litigation expense, uncertainty, risk, worry, and distraction from more productive pursuits. An APOLOGY – sometimes delivering an apology can pave the way to achieving a settlement.

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