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Mediation Representation (2nd Revised edition)

By Harold Abramson

Oxford University Press. Paperback. Book Condition: new. BRAND NEW, Mediation Representation (2nd Revised edition), Harold Abramson, In the second edition of his award-winning book, Harold Abramson offers a framework for representing clients in mediation in the form of his Mediation Representation Triangle that emphasizes knowing how to negotiate effectively, how to enlist mediator assistance, and how to develop a mediation representation plan that meets clients' interests, overcomes impediments, and shares information judiciously. Through his expanded and carefully crafted framework for effective problem-solving advocacy in mediation, he answers such key questions as: How to select the right mediator? How do you prepare your case and client for mediation? And, what to do as the mediation unfolds? Abramson begins by examining how to be an effective negotiator in mediation including during each mediation stage, opening statements, joint sessions and caucuses. He also gives considerable attention to the various ways mediators can assist participants in the mediation. He then covers advising clients about the mediation option, negotiating an agreement to mediate, preparing cases and clients for the mediation session, and appearing in pre-mediation conferences, mediation sessions, and post-sessions. He also presents alternative processes for resolving issues not settled in mediation. This second edition...



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