

## Let's Talk 2022.

Our mediators are experts at what they do and when not mediating they enjoy sharing experience gained from mediating over 9,000 (so far!) matters between them in their careers. To this end we offer a range of talks which normally take place over a breakfast, lunchtime or late afternoon whichever is preferred. Typical run time is one hour with time for questions.

Usually two mediators from Independent Mediators would deliver the talk at your offices or online using your preferred platform. Listed below are some of the topics covered but we are more than happy to tailor these to specific requirements or answer any specific questions you may have from experiences encountered.

### Mediation - The Lawyer's Role.

*Examples of the topics covered in this talk...*

How to get the most out of mediation, effective preparation, the perfect position statement, when should counsel and/or experts attend, negotiation tactics, do's and don'ts from a client and legal team perspective, opening meetings, why some mediations don't settle, use of experts, tips for mediating online and achieving settlement.



### The Psychology of Mediation.

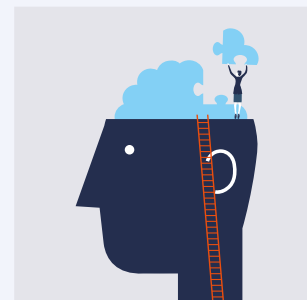
Mediation is about much more than legal arguments and numbers. Even in the most commercial of disputes, there are often significant human and psychological issues at play which drive the parties' decision-making. Effective mediation advocates need to be aware of these, and aware of how best to respond. Our seminars in this area deal with topics such as;

**Influence** - the importance of influence; how to influence; listening; curiosity; brevity and choice of focus; support or detraction for key message; signals/offers.

**Fear & Concern** - Of what? Why does it matter? What impact if unchecked?

**Expectations** - how to set them; expectations in each meeting; agency in each meeting.

These affect all aspects of mediation such as – effective presentations, engaging better with the other parties, influence and persuasion, negotiating and offers. Our approach is not theoretical, but grounded in the reality of what is really happening in mediations and how best advisers and parties (as well as mediators) can respond.



## Mediating International Disputes.

*Examples of the topics covered in this talk...*

Multi-jurisdictional factors, law, finance, language, culture, differing expectations from mediation and mediators role, agreement subject to English Law and Courts?, the Singapore Convention, process design, allowing for travel, time zones, scope, additional meetings required, authority systems, tech and use of videoconferencing platforms suitable for all, translators and managing differences in negotiation styles.



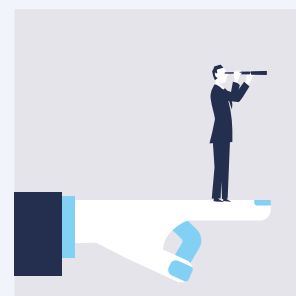
## Bespoke Sessions.

We can tailor anything to meet your needs. You may want to put this out to your team and ask them if they could ask a mediator anything what would it be. Send the list of questions you get back to us and we will put these into a presentation. This means your team are getting the answers to the questions most relevant to their matters, areas of practice, jurisdictions, and prior experience.

We have had a variety of requests for these bespoke sessions, from designing sessions tailored to a particular practice area to looking at top tens. For example, 'Top ten mistakes in mediation' and 'Top ten negotiation tips'. We are open to anything!

You may like a more in-depth session for those new to mediation or who have undertaken a small number, examining what works/doesn't, challenges they have encountered, how to work better with the mediator, effective preparation and negotiation tactics. The longer format (approx. 2 hours) would enable more discussion.

We would be delighted to work with you to build something which is most useful and relevant for you.



## Book a Talk.

If you would like to arrange a talk for teams within your firm please contact Nicky Doble by using the contact details below.

**T +44 (0)20 7127 9223**

**E [imoffice@independentmediators.co.uk](mailto:imoffice@independentmediators.co.uk)**

**15** YEARS AT THE  
FOREFRONT  
OF MEDIATION.