

CEDR Representing Clients in Mediation Training

Date **20 November 2012 09.00-17.30**

As part of the Civil Justice Reforms in Hong Kong, mediation is playing a bigger part in the resolution of disputes handled by solicitors. Accordingly the solicitors will begin to play a key role in advising on and representing their clients in mediation. Therefore the Law Society of Hong Kong would like to provide its members with training on how they can effectively represent their client in mediation.

CEDR's experience

CEDR mediators have 20 years of experience of working with lawyers in the mediation process. It is this experience, which has been used in developing the Mediation Advocacy Skills Training (MAST). This course has been run over the last 11 years, for many law firms and Law Societies in England and Wales as well as internationally including South Africa, Ireland and most recently here in Hong Kong.

Course Objectives

Given this course is for Solicitors, the focus will be on the parts of the process where they will be most engaged, including:

- Understand the principles and process of mediation
- Make decisions on the suitability of their cases for mediation
- Be able to explain the process and its benefits to their client and solicitors acting for the other side, as well as being able to counter any objections raised
- Prepare themselves, their client and all documentation effectively for the mediation
- Engage in the different phases of the mediation process appropriately in order to maximise the benefit of the process for their client
- Working through deadlock and difficult moments in the mediation

Course methodology

This course is highly participative. There will be input from the CEDR trainer/s as well as a number of exercises. One role-play will be used throughout the day to simulate a real case and all participants will play the role of the lawyer in mediation, throughout the day.

In order to simulate as close to a real mediation as possible, real mediators are used to 'mediate' the case.

Our Trainers

Our group of CEDR trainers who teach mediation representation are all lawyers themselves and practicing mediators, and thus can draw on these experiences in delivering the training.

The cost: **\$4,800 (inclusive)**

Venue: **TBA**

Booking: Contact CEDR Asia Pacific on 852 2869 1816 or cchiu@cedr.com.hk or dmcfadden@cedr.com.hk