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Mediating Legal Disputes: Effective Strategies for Neutrals and Advocates

Dwight Golann

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Mediating Legal Disputes: Effective Strategies for Neutrals and Advocates

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Mediating Legal Disputes: Effective Strategies for Neutrals and Advocates Dwight Golann
This book combines theory with practical techniques for resolving difficult legal disputes, including: mediating effectively between hostile lawyers and parties; dealing with insulting first offers and reneging; predicting litigation outcomes without alienating disputants; effective impasse-breaking tips; and, for litigators, utilizing a mediator's special powers to achieve better outcomes for clients. Includes a DVD that demonstrates conducting an opening session, eliciting offers, delivering an evaluation, applying impasse tactics, and other essential skills.

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