



Mediation Representation: Advocating as Problem Solver, Third Edition (Aspen Coursebook)

By Harold I. Abramson

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The original, highly accessible text in **Mediation Representation: Advocating as a Problem-Solver** highlights critical choices and explores every step of the process, from advising clients on the mediation option through preparing cases for the session to appearing in pre-mediation conferences, sessions, and post-sessions. Students learn how to effectively present opening statements and represent clients in joint sessions. Techniques for overcoming impasses, dealing with emotions, and resolving moneyed disputes are explored, and consideration is given to generating forward movement in the process while uncovering creative solutions.

Mediation Representation: Advocating as a Problem-Solver navigates mediation-related legal and ethical issues and considers alternative processes for resolving unsettled issues. A culturally neutral framework allows for representing diverse clients. Helpful appendixes are included that cover decision-trees, sample agreements, active listening, and effective questioning.

Features:

- original, accessible text that **highlights critical choices in mediation**
- covers **every step of the process**
 - advising clients on the mediation option
 - preparing cases and clients for the mediation session
 - appearing in pre-mediation conferences, sessions, and post-sessions
- shows how to effectively **present opening statements** and **represent clients in joint sessions**
- presents techniques for **overcoming impasses**, dealing with **emotions**, and resolving **moneyed disputes**
- considers how to **generate movement** and uncover **creative solutions**
- navigates mediation-related **legal and ethical** issues
- considers **alternative processes** for resolving unsettled issues
- provides a **culturally neutral framework** for representing diverse clients
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Mediation Representation: Advocating as Problem Solver, Third Edition (Aspen Coursebook) By Harold I. Abramson Bibliography

- Sales Rank: #237097 in Books
- Brand: Brand: Aspen Publishers
- Published on: 2013-07-02
- Released on: 2013-07-02
- Original language: English

- Number of items: 1
- Dimensions: 10.00" h x 1.34" w x 7.00" l, 2.24 pounds
- Binding: Paperback
- 484 pages

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