



MEDIATE IRELAND

The Quickest, Cost Effective & Successful way to Resolve Disputes!



Advanced Mediation Advocacy

1 Day Interactive Training Course (10 CPD hrs)

"Any intelligent fool can make things bigger and more complex... It takes a touch of genius - and a lot of courage to move in the opposite direction."

Albert Einstein

Course Highlights

This course follows on from our highly acclaimed Introduction to Mediation Advocacy course. It is designed to explore in much greater detail all aspects of the Mediation process, specifically looking at Effective Communication, Rapport, Effective Questioning, and the Psychology of Mediation. This is a very interactive program where each participant will be involved in a number of exercises, mediations and also acting as mediator in a least one dispute.



Who should attend

This course is for anyone serious about effectively & competently representing their clients at Mediation.

It is particularly suited to anybody who has clients involved in a Mediation and wants to learn how to use the Mediation Process to their client's best advantage. This will become even more important with the enactment of the Mediation Act during the next few months.

It is designed for those who have a basic Knowledge & limited Experience in Formal Mediation and want to develop their skills & techniques, by being involved in mock mediations and other practical exercises.

It is a prerequisite of this course that you have completed the Introduction to Mediation Advocacy Training Course.

What is in the Course?

- How to effectively communicate with your client by asking the right questions
- How important and misunderstood listening is and how to avoid the incorrect assumptions that we all make while listening
- What are the techniques that a Mediator uses to bring clients towards agreement, and how you can use these to your advantage
- The importance of Rapport, how to achieve it with all the parties, and use it effectively in the Mediation Process
- We look at the Psychology of Agreement & Conflict in the Mediation process and how the Mediator & Advocate can best use this to assist parties in coming to agreement



What you will Learn

- How to effectively communicate with your client and the Mediator
- The importance of Rapport & specific techniques to quickly gain it with all the parties
- Specific techniques Mediators use to assist parties to gain agreement
- What questions to ask to get to the needs & interests of your client
- How to be more in control of the Mediation Process and the importance of the advocates role



"We have thought of peace as passive and war as the active way of living. The opposite is true. War is not the most strenuous life. It is a kind of rest cure compared to the task of reconciling our differences ... From War to Peace is not from the strenuous to the easy existence; it is from the futile to the effective, from the stagnant to the active, from the destructive to the creative way of life ... The world will be regenerated by the people who rise above these passive ways and heroically seek, by whatever hardship, by whatever toil, the methods by which people can agree."

Mary Parker Follett, 1918

"Peace is not merely a distant goal that we seek but a means by which we arrive at that goal"

Martin Luther King Jr.

Contact Us & Book this Course

Enquire by Phone

052-6123711

Book online

www.mediateireland.com

Enquire by Mail

Mediate Ireland
1 Dillon Street
Clonmel
Co. Tipperary

Enquire by Email

info@mediateireland.com

Course Details

No. of Participants	6 – 21 max	
Course Times	Registration 8:30pm	
	Course 9:00 – 1:00pm Course 2:00 – 6:00pm	
Course Dates & Venues	The latest Dates & Venues are available online at www.mediateireland.com	
Cost	€495	
Entry Requirements	Satisfactory completion of the Introduction to Mediation Advocacy Training Course	
CPD	10.0 Hrs	Law Society (inc 25% active participation CPD bonus credit)
	8.0 Hrs	Bar Council of Ireland

MEDIATE IRELAND

Providing Mediation Services & Training Throughout Ireland

- Commercial / Civil / Maritime
- Workplace / Employment / Financial
- Personal Injury / Medical Negligence
- Inheritance / Separation / Divorce
- Community / Sports Disputes

MEDIATION IS

30% Cheaper 70% Faster 80% Successful