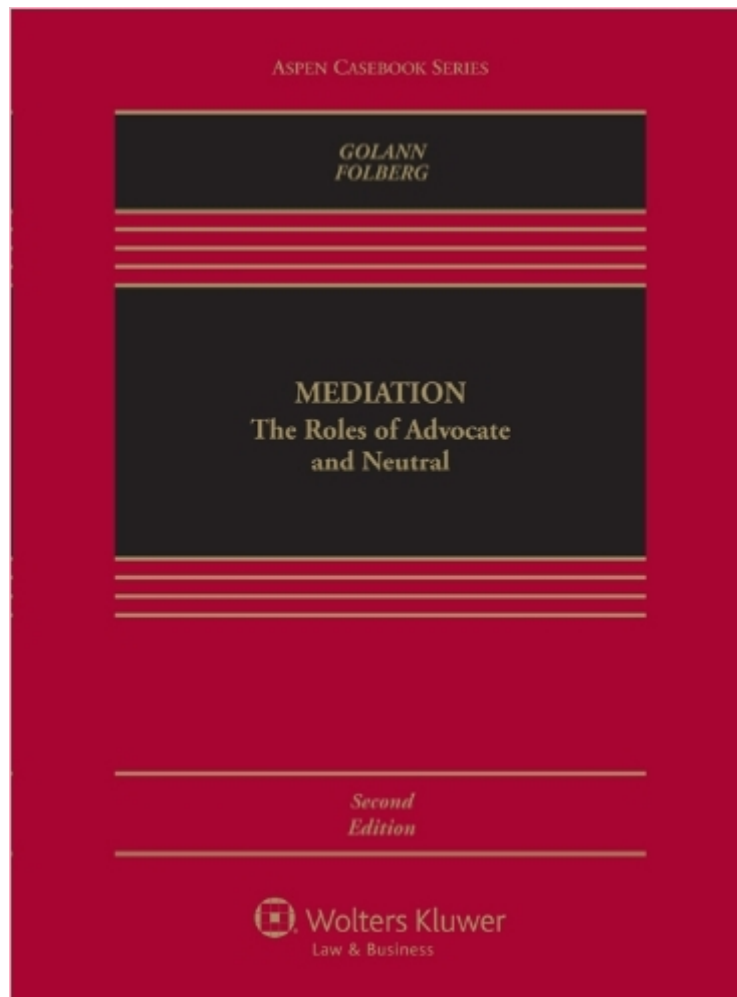


The book was found

# Mediation: The Roles Of Advocate And Neutral, Second Edition (Aspen Casebook Series)



## Synopsis

With an emphasis on the practical, *Mediation: The Roles of Advocate and Neutral*, Second Edition, integrates theory with skills and strategies, ethics, and multiple practice applications to teach students how to represent clients effectively in resolving disputes through mediation. Written by authors of the respected casebook, *Resolving Disputes*, this next-generation book: includes all of the mediation material in *Resolving Disputes* as well as selected materials from the negotiation and hybrid sections. expands some mediation coverage in the casebook, including listening, positional bargaining, and court programs. adds mediation coverage not in the casebook, including discussions of the merits of mediation, psychological issues, mediating class actions, and conducting multi-party mediation. emphasizes the lawyer's perspective by focusing on professional negotiation as an agent for clients. includes examples drawn from headline cases, literature, and lawyers' experiences that will capture student interest. The authors continue to draw on their extensive experience as ADR teachers, trainers, and practitioners to refresh the Second Edition with: New exercises that illustrate how lawyers can use and shape the mediation process, such as when selecting mediators and dealing with positional bargainers. New exercises include a cross-cultural business role-playing scenario to give students a sense of the actuality of mediation. A new DVD with commercial mediators mediating an international business dispute, which is organized into short chapters that show a particular stage in the process or technique, ranging from a pre-mediation meeting to the use of decision analysis and impasse-breaking techniques. *Mediation: The Roles of Advocate and Neutral*, Second Edition, concentrates on the practical, real-world aspects of mediation rather than the theoretical or academic in order to better prepare students for their role as lawyers in the mediation process.

## Book Information

Series: Aspen Casebook Series

Paperback: 528 pages

Publisher: Aspen Publishers; 2 edition (December 9, 2010)

Language: English

ISBN-10: 0735599688

ISBN-13: 978-0735599680

Product Dimensions: 1.2 x 7.5 x 9.8 inches

Shipping Weight: 1.8 pounds (View shipping rates and policies)

Average Customer Review: 5.0 out of 5 starsÂ Â See all reviewsÂ (3 customer reviews)

Best Sellers Rank: #161,072 in Books (See Top 100 in Books) #13 in Books > Law > Business > Arbitration, Negotiation & Mediation #387 in Books > Law > Rules & Procedures #1035 in Books > Textbooks > Law

## Customer Reviews

This book is exactly what I expected. It is the correct book for the course I am in. It arrived as advertised.

Exactly as Promised.

Great

[Download to continue reading...](#)

Mediation: The Roles of Advocate and Neutral, Second Edition (Aspen Casebook Series) The Advocate's Homicides (The Advocate Series Book 8) The Advocate's Dilemma (The Advocate Series Book 4) The Advocate's Ex Parte (The Advocate Series Book 5) Leadership Roles and Management Functions in Nursing: Theory and Application (Marquis, Leadership Roles and Management Functions in Nursing) Mediation: Practice, Policy, and Ethics, Second Edition (Aspen Casebook) Dispute Resolution: Negotiation Mediation & Other Processes, Sixth Edition (Aspen Casebook) The Mediation Handbook: practical guide for lawyers and participants in the art of mediation Making Mediation Your Day Job: How to Market Your ADR Business Using Mediation Principles You Already Know The Practice of Mediation: A Video Integrated Text, Second Edition (Aspen Coursebook) Entrevista a Jean Nouvel, arquitecto: "El principal riesgo en arquitectura es optar por lo neutral, por edificios que no se ven" (Spanish Edition) Baby's First Year Gender Neutral Pocketful of Memories Sports Law & Regulation: Cases Materials & Problems, Third Edition (Aspen Casebook) (Aspen Casebooks) Evidence Under the Rules [Connected Casebook] (Aspen Casebook Series) Mediation, Principles and Practice (American Casebook Series) Mediation Representation: Advocating as Problem Solver, Third Edition (Aspen Coursebook) Problems in Contract Law: Cases and Materials [Connected Casebook] (Aspen Casebook) Cases, Problems, and Materials on Contracts [Connected Casebook] (Aspen Casebook) Property Law: Rules Policies and Practices [Connected Casebook] (Aspen Casebook) Evidence: Cases Commentary and Problems [Connected Casebook] (Aspen Casebook)

[Dmca](#)