

# Goodman

## Mediation Advocacy

Second Edition

NEW EDITION

**Andrew Goodman**  
Barrister, One Chancery Lane

Mediation Advocacy is a formalized negotiation requiring particular skills. It is widely used in the commercial and business arenas.

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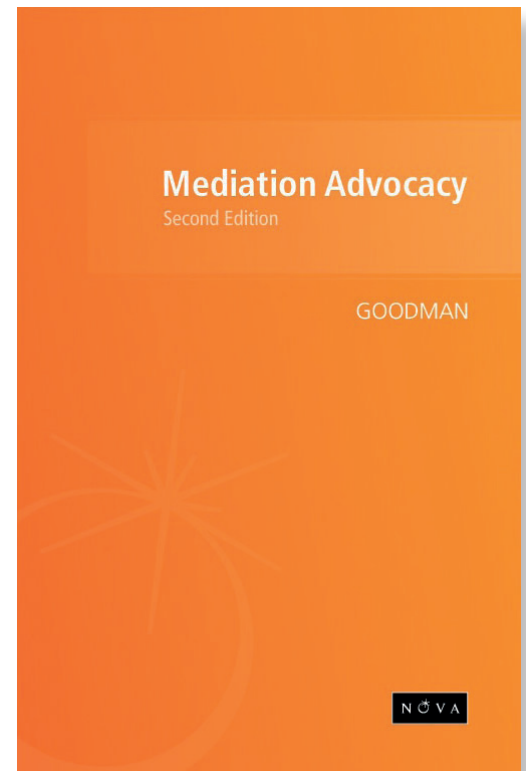
Hardback

Mediation Advocacy is a formalized negotiation requiring particular skills. It is widely used in the commercial and business arenas and it is an area of practice that is growing fast. This book examines the key skills of negotiation that lawyers need, and the rules and practices that govern the practice of mediation advocacy.

Advocacy skills in mediation are recognized as key skills by many professional bodies, for example the Bar's Professional Training Course, for which this title has been widely adopted.

### Contents Include:

- The role of the advocate in mediation (new in the second edition)
- The decision to mediate
- Choosing a mediator
- The pre-mediation process
- The mediation hearing
- Mediation privilege and confidentiality new in the second edition
- Costs issues
- Making a market in mediation new in the second edition
- Appendices
- Select List of Mediation Service Providers
- Examples of Standard Form Mediation Agreements



### Pricing

Print: £55.00

## About the Author

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Andrew Goodman has been a barrister since 1978 and an accredited CEDR mediator since 1992 practicing from chambers at 1 Chancery Lane, London in commercial, construction, partnership, franchising, professional negligence and farming disputes. He has been recommended as a leading junior in professional indemnity work and in ADR in the Legal 500 for over 15 years. He is currently Professor of Conflict Management and Dispute Resolution Studies at Rushmore University, is a visiting lecturer on the LLM/LLB Dispute Resolution programme at University College, London, and the School of Oriental and African Studies. He is also undertaking doctoral research in mediation dynamics at Birkbeck College, University of London. In November, 2007 Andrew helped launch the Standing Conference of Mediation Advocates of which he is Convenor.

## Reviews

*The advocacy skills necessary in a mediation are quite different from those required for the (usually civilised) battle that takes place in a courtroom. That is why Mediation Advocacy is such a valuable book.*

**John Smith**  
Professor, University of Melbourne