



Mediation: Conflict, Negotiation and Dispute Resolution for Lawyers

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MEDIATION: The Four Stages

- I. Introduction: Setting the Stage (Med's Opening Stmt)
- II. Define the Issues and Develop the Agenda
- III. Process the Issues
- IV. Brainstorm and Resolve the Issues



MEDIATION: The PURPOSE of the 4 Stages

Purpose of Stage I: Mediator's Introduction; Setting the Stage

Build trust in the Mediator and the mediation process by:

1. Demonstrating control over the process
2. Intentional use of body language
3. Manipulate the mediation conference room and environment

MEDIATION: The Four Stages

Stage I: Methodology

Stage I: Mediator's Introduction; Setting the Stage

Purpose: Build trust in the Mediator and the mediation process.

Mediator speaks:

