

Sharing a Mediator's Powers: Effective Advocacy in Settlement

Dwight Golann

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SHARING A MEDIATOR'S POWERS

EFFECTIVE ADVOCACY IN SETTLEMENT



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Sharing A Mediator's Powers: Effective Advocacy in Settlement is an invaluable guide for lawyers and mediators that

explains how to harness mediator's techniques to maximize effectiveness in bargaining. Using examples from actual mediations, Golann offers specific suggestions about how to use mediators, and the process, to best effect. The theme of this book? Don't approach the mediation process passively. Instead, use it in an active way to achieve your bargaining goals.

"Wise, down-to-earth, clear, and elegant, this book lends insightful advice for lawyers and clients in mediation. But of course, Dwight Golann wrote it." Marjorie Corman Aaron Professor of Practice, University of Cincinnati College of Law Former Executive Director, Harvard Program on Negotiation About the Author Dwight Golann is Professor of Law at Suffolk University in Boston, MA.