

The April Skills Module

17 and / or 18 April 2008

led by John Sturrock and Pamela Lyall

Venue: Central Edinburgh

CPD: 7.5 hours for a full day and 3.5 hours for a half day



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Day One (17 April): choose from:

Using Mediation Skills in Deal-Making

- *full day workshop featuring a business negotiation and role play*

Often referred to as “deal mediation”, this case study and workshop will explore the possibilities for using a mediator when a commercial or other negotiation needs help. The negotiation may be log-jammed, or there may be personality issues – or just a need to identify the real issues and options for going forward. Useful in a wide range of public and private sector situations and in joint ventures, partnerships and other business arrangements.

Advising and Representing Parties in Mediation

- *full day workshop for legal advisers and others, with a simulated mediation*

For all those who wish to be better prepared for mediation in the role of advocate, adviser, negotiator, counsel, drafter and problem-solver. Covering mediation agreements, preparation strategies and summaries, what happens on the mediation day, the role of the various players and negotiation techniques, with an opportunity to participate in a mediation role play.

Day Two (18 April): choose from:

Conducting a Multi-Party Mediation

- *full day workshop featuring several parties in a complex mediation role play*

Often, mediation involves more than two parties, and a multiplicity of participants. This session addresses the many special issues that arise for parties and their advisers when handling a complex mediation with many players and offers the opportunity to engage in a four party workshop mediation, working with an experienced mediator.

Advanced Questioning Techniques

- *half day workshop for negotiators, mediators and anyone interested in asking effective questions*

The answer you receive to any question you ask depends on its form and content – and much more. Frequently, the key to success in any context, be it court, interview, negotiation or life in general is how we ask questions. This session will mix the practical and the theoretical, with numerous opportunities to practice and to consider the nuances and subtleties of questioning technique.

Interested in any of these? Click [here](#) to register online, to download a registration form click [here](#) or contact Laura Rutherford on 0131-221-2520 or laura.rutherford@core-solutions.com.

Fees: £395 plus VAT for the full day; £235 plus VAT for a half day. All papers and refreshments included.

“I find the Core training to be the best I have experienced in my time in private practice because of the ability to get underneath the surface of what is going on.”