



John Sturrock
Chief Executive
Core Solutions Group
E-mail: john.sturrock@core-solutions.com
Tel: 0131 221 2520
www.core-solutions.com

Effective conflict resolution

"We recognise that there may be less expensive, more effective and faster methods of resolving intellectual property conflicts than traditional legal and administrative actions. In particular, mediation techniques and procedures (which may involve negotiations assisted by a neutral "wise counsel") are now well-understood and developed in many countries. These can offer collaborative, creative and successful means for enabling parties in dispute to arrive at amicable settlements – rather than pursue the same objectives through expensive, protracted and hostile proceedings...

We review all our conflicts, regardless of how strong we consider our case to be, with a view to arriving at mutually agreed settlements which minimise the cost and pain to both parties of achieving an acceptable solution.

We believe this is a more pragmatic and cost-effective approach for everyone involved."

(an excerpt from the Conflict Resolution Position of British American Tobacco)

BAT has led the way in changing how business disputes are dealt with. BAT's inspirational former Head of IP, Michael Leathes, a world-recognised leader in this field, is now an advisor to Core Solutions Group in the development and use of mediation in the corporate sector in Scotland.

Mediation has potentially wide application in Scotland – in business, in the public sector and indeed in politics – helping people to avoid or cut through months of wrangling, minimising wasteful use of time and money and turning negative energy into constructive gain.

At Core, we think differently.

To find out more about our mediation services, contact us at the addresses above.

