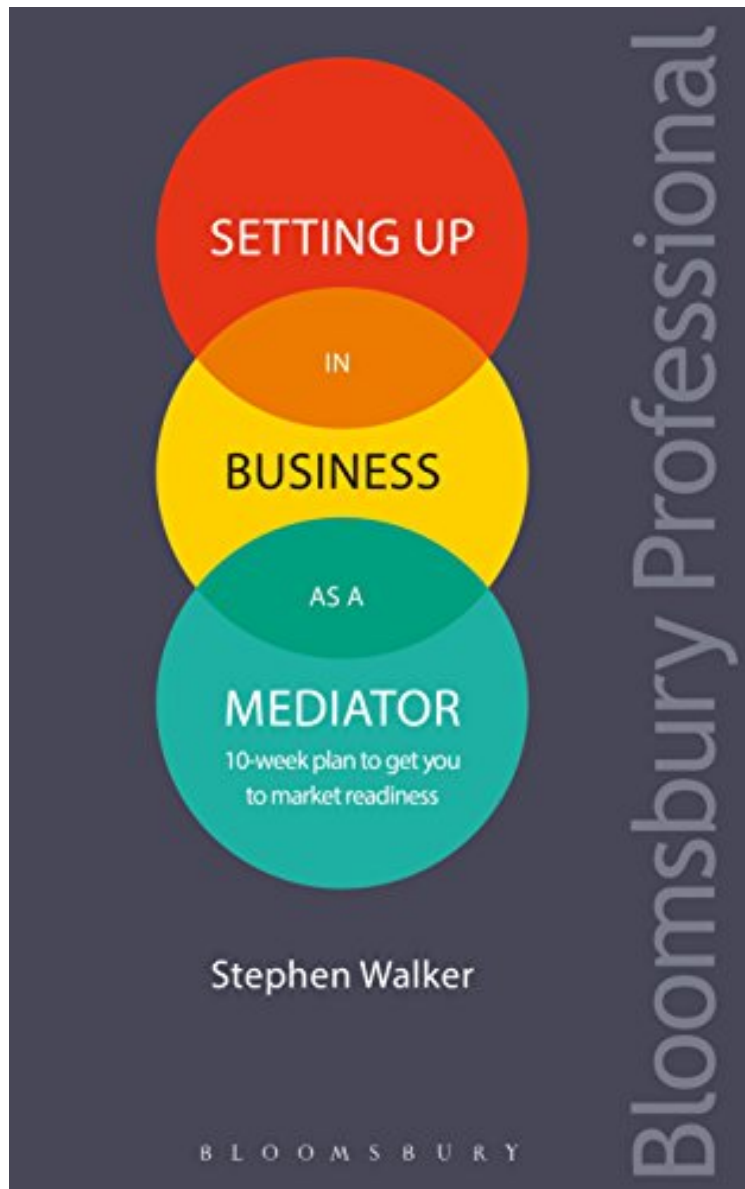


Setting Up in Business as a Mediator

Stephen Walker

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Stephen Walker : Setting Up in Business as a Mediator before purchasing it in order to gage whether or not it would be worth my time, and all praised Setting Up in Business as a Mediator:

Concentrating on the market in England and Wales, but drawing on the experience of mediators who have successfully developed practices in other countries, Setting Up in Business as a Mediator is a practical guide to starting a mediation

practice. Aimed at all types of mediators, it explains the need for a clear plan and what that plan should include. Remembering that a mediation practice is a business, it demonstrates the need to know your product and market in order to generate business, through sales and marketing. It shows you how to build your profile, find a mentor, differentiate yourself from other mediators, and how much to charge. Whilst the core of *Setting up in Business as a Mediator* is civil and commercial mediation, it also draws on the experiences of those who have developed mediation practices in other areas such as family and workplace mediation.

There is an amazing amount of distilled wisdom here...This book is exactly what I needed 15 years ago...anyone who is determined to become a successful mediator has all the guidance and all the tools needed...use it well, and things most certainly will happen. I heartily recommend it. -- Chris Makin *The Academy of Experts* magazine Unique in being both really practical and truly inspirational, the book offers hope and guidance to mediators at every stage of their career, whilst giving a good idea of the time, money and effort involved if you are going to succeed. -- Rebecca Attree *Law Society Gazette* ...packed full of information and guidance as to the nuts and bolts of setting up a mediation business...a frank look at mediation principles and practice, now and in the future...a very useful guide for anyone considering beginning or improving a mediation business; it covers a range of business essentials in an engaging way, with a mediator's perspective throughout. -- Jane Fender-Allison *Civil Engineering Surveyor* Absolutely fantastic...I am certain it will prove to be an invaluable source for a long time to come..."thank you" for sharing the wisdom and insights gleaned from your many years of experience. -- Chris Adcock, *Ecovision* About the Author Stephen Walker practices as a civil and commercial mediator and has conducted over 300 civil and commercial mediations. He has undertaken specialised training in family and workplace mediation and advanced training with MATA and is dual certified in the USA through INADR. Stephen is a solicitor of the Supreme Court of England and Wales and a Fellow of the Chartered Institute of Arbitration and also a Visiting lecturer in mediation at Kings College London. He was also a judge at the ICI International Mediation Competition in Paris in 2014 and 2015; and a speaker and panelist at the Chartered Institute of Arbitrators Dispute Appointment Convention in November 2014 and the ADR Group's Annual Oxford Conference in 2014. Publications * *Mediation Advocacy: Representing Clients in Mediation* (Bloomsbury Professional, 2015) * Contributor to *How to Master Commercial Mediation* (David Richbell, Bloomsbury Professional, 2014) - chapter on mediating shareholder disputes and warranty claims * *Advising and Representing Clients At Mediation* (co-written with David Smith, Wildys, 2013)