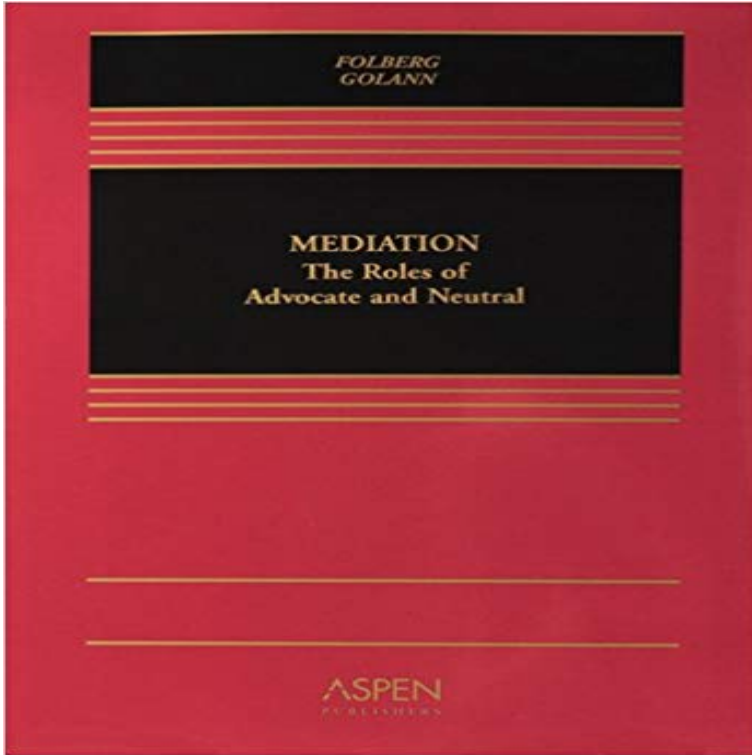


# Mediation: The Roles of Advocate and Neutral



This exciting new coursebook is designed to teach students how to represent clients effectively in resolving disputes through mediation.

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- includes all of the mediation material in their *RESOLVING DISPUTES* text, plus selected materials from the negotiation and hybrid sections
- includes chapters on negotiation styles and techniques, including problem-solving, competitive, and other approaches to bargaining
- expands on specific issues, such as process techniques and emotional barriers
- presents new coverage of material not in the parent book, such as readings on public policy concerns and decision analysis
- is accompanied by a unique teaching DVD available free of charge to adopters. The 18-chapter, 120-minute DVD presents professional-quality video of mediation and negotiation created by the authors, as well as excerpts from leading mediation videos
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*MEDIATION: The Roles of Advocate and Neutral* has a distinctly practical focus: the text integrates theory with skills and strategies, ethics, the law, and problems drawn from practice, with greater emphasis than other texts on

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- includes examples from headline cases, literature, and practice
- draws on the authors roles as leading ADR teachers, trainers, and practitioners of mediation in the United States and internationally

Mediation: the Roles of Advocate and Neutral (Aspen Casebook) by Dwight Golann (2016-02-09): Dwight Golann: Books - .With an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Second Edition, integrates theory with skills and strategies, ethics, andWith an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Third Edition, integrates theory with skills and strategies, ethics, and multipleBuy Mediation: The Roles of Advocate and Neutral by Dwight Golann, Jay Folberg (ISBN: 9780735540163) from Amazons Book Store. Everyday low prices andWith an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Second Edition, integrates theory with skills and strategies, ethics, andMediation: The Roles of Advocate and Neutral. Front Cover - Mediation: The Roles of Advocate and Neutral. Second Edition. Dwight Golann Suffolk University.Contents. Mediation: The Roles of Advocate and Neutral. Summary of Contents. Part I: Introduction Chapter 1 The Origins of Disputes Chapter 2 An IntroductionMediation : the roles of advocate and neutral. Responsibility: Dwight Golann, Jay Folberg. Edition: 2nd ed. Imprint: Austin [Tex.] : Wolters Kluwer Law & Business,With an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Second Edition, integrates theory with skills and strategies, ethics, andMediation: The Roles of Advocate and Neutral 3E. Summary of Contents. Contents. Preface. Acknowledgments. PART I: Introduction. Chapter 1: The Origins of: Mediation: The Roles of Advocate and Neutral, Second Edition (Aspen Casebook Series) (9780735599680) by Dwight Golann Jay Folberg andWith an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Third Edition, integrates theory with skills and strategies, ethics, and multipleMediation: the Roles of Advocate and Neutral (Aspen Casebook) by Dwight Golann is ready for immediate shipment to any location. This is a brand new book at This exciting new coursebook is designed to teach students how to represent clients effectively in resolving disputes through mediation.Professor Golann is the author of numerous publications, including the leading ABA books on mediation and mediation advocacy techniques, and wrote the With an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Third Edition, integrates theory with skills and strategies, Mon, 11 Jun 2018 11:47:00. GMT mediation the roles of pdf - process should be conducted, with direct implications for the role of the mediatorWith an emphasis on the practical, Mediation: The Roles of Advocate and Neutral, Third Edition, integrates theory with skills and strategies, ethics, and multiple