Many litigation lawyers and other professionals such as social workers, engineers, architects, surveyors, business and finance executives understand the principle of mediation and the benefits of this process to their clients. This half day Mediation Advocacy Workshop is directed at legal and other professionals who wish to gain a better understanding of how to represent a client in a mediation process. The workshop will give participants a comprehensive insight into the process of mediation so as to maximize the benefits for you and your client. The workshop will focus on how to best advocate on behalf of your client in the mediation process. Participants will gain practical advice and tips on what to expect from the mediator and how best to manage your client’s expectations about the mediation process. It is assumed that participants have a working knowledge of the concept and benefits of mediation. The Mediation Advocacy Workshop will cover the following range of issues:

- How to use mediation as both a sword and a shield

- What type of preparation is necessary before commencing a mediation
• Current case authorities and the new civil justice reform provisions dealing with mediation

• What type of documents should you consider submitting/exchanging with the mediator and your opponent

• What is the nature of your role as legal advisor for your client in the mediation process - how much involvement should you have in the mediation process and how best to advocate on behalf of your client in the mediation

• How to wrap up the mediation process at the end of the day

• What happens afterwards, especially if the mediation was not successful

About the Speaker:

Phillip Howell-Richardson is a leading Dispute Resolution Consultant, a full time mediator with more than 18 years experience often in the most complex commercial cases. He is highly experienced, widely recognised as a top mediator in the U.K. and internationally and has extensive involvement with the development of mediation. Examples of cases mediated include disputes involving European Banks and warranty claims, a dispute between public bodies involving regulatory issues, an insurance claim for £130 million following a fire at a public institution, and a claim concerning offshore insurance arrangements and breach of fiduciary duties involving 20 parties. Phillip heads up the ADR unit at SJ Berwin and he has been elected as a Founding Fellow in Mediation at the Chartered Institute of Arbitrators where he is also a member of the Institute’s ADR Committee. Phillip is the Honorary Chairman of ADR Net and is a mediator member of the London Court of International Mediation, the City Dispute Panel, the Civil Mediation Council, IPOS, CEDR, Resolex, Clerksroom and of Sports Resolutions. He is a member of the Court of Appeal Mediation Panel and continues to contribute to the development of court annexed mediation initiatives both in the UK and internationally.

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