



Success as a Mediator For Dummies

By Victoria Pynchon, Joe Kraynak



Success as a Mediator For Dummies By Victoria Pynchon, Joe Kraynak

Everything you need to enter the exciting field of mediation

To be an effective mediator, it's essential to possess the ability to take control of contentious situations, facilitate discussion, and lead people to better solutions than those they'd be capable of reaching without your lead--all the while remaining neutral without formulating biased judgment. *Success as a Mediator For Dummies* helps you acquire these attributes and much more. Aspiring mediators will learn the importance of upholding an honorable reputation, the skills, personality traits, and characteristics of a good mediator, and how to effectively market a successful mediation career. Plus, you'll get practical advice about finding work in the field, realistic salary information, and tips on as tips on identifying whether you have the skills and tools to become a good mediator.

- The steps necessary to become a mediator (education, training, licensing, states-specific requirements, etc.)
- How your education and professional background can enhance your mediation work
- Sample rules and standards of conduct
- All the steps necessary to build and market a successful private practice in mediation, or flourish as a mediator in a law firm, corporation, school, or non-profit organization

Whether you have a background in law, an interest in legal careers or a desire to help your friends, neighbors, fellow workers or the members of your business or professional sphere, *Success as a Mediator For Dummies* gives you everything you need to enter the exciting field of mediation.

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Editorial Review

From the Back Cover

Everything you need to become a master mediator

To be an effective mediator, you need to learn and fine-tune a variety of special skills, from remaining calm and neutral, to breaking impasse, to marketing your business with diligence. Whether you have a background in law or you're brand-new to the field of conflict resolution, this guide gives you everything you need to enter the exciting world of mediation.

- Say yes to success — find out how to choose a market that holds the greatest potential for success and obtain the training to pursue that market
- Mediation strategies 101 — get a handle on the fundamental techniques used in mediating, like anchoring, framing, trust-building, brainstorming, problem-solving, and logrolling
- Put your skills to the test — take a tour of the various situations you'll have to navigate during a mediation, and how to establish and maintain your authority while also helping the parties resolve their disputes
- Drumming up business — discover how to market yourself and your services, grow your business through networking and referrals, and understand the ins and outs of the business side of mediation

Open the book and find:

- Advice on finding the perfect mediation market for you
- The required education and training
- Helpful hints to network with other mediators in the community
- The best mediation style for your dispute
- Conflict resolution styles, strategies, and tactics
- Field-tested ways to break through impasse

Learn to:

- Resolve disputes, offer advice, and facilitate discussion
- Remain neutral, calm, and in control
- Succeed as a private-practice mediator

About the Author

Victoria Pynchon is a mediator, author, speaker, negotiation trainer, consultant, and attorney with 25 years of experience in commercial litigation practice. Joe Kraynak is a professional writer who has contributed to numerous For Dummies books.

Users Review

From reader reviews:

Barbara Jones:

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