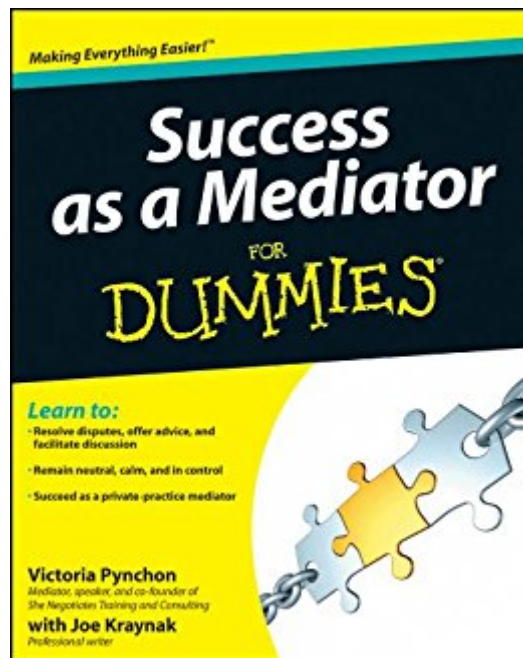


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# Success As A Mediator For Dummies



## Synopsis

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, suggest alternatives, and facilitate discussion--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 the desire to help your friends, neighbors, family, workplace, community, or professional or business sphere, Success as a Mediator For Dummies gives you everything you need to enter the exciting field of mediation.

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## Customer Reviews

With my new foray into the world as a mediator, I am of course looking for all of the practical guidance that I can get. While the satisfaction of helping people resolve their disputes will be a reward in itself, I would like to make this a larger part of my construction counseling practice. Vickie's new book gives great practical advice on everything from various techniques of mediation (facilitative, evaluative and the like) to ways to make money as a mediator. Where her prior book gave great anecdotes and stories to illustrate conflict resolution in a more general sense, her new "Dummies" book is focused exclusively on the practice of mediation. Like the other books in the "Dummies" series, it starts with a great overview and outline of the various chapters and moves forward in a manner that allows a reader like me to read it cover to cover or to find just what I'm looking for. As a newly minted mediator, the book gives me a great perspective on the future possibilities as well as giving real life ideas that I may not have thought of. I recommend it for anyone dipping a toe into the mediator pool. That's not to say that I don't think it will help the seasoned mediator (or litigator for that matter). Many of the tips point out impasse breaking strategies aside from locking the parties in a room until they agree. Many of these tips give some great "outside the box" ideas to get the most recalcitrant parties to see the value of a settlement. The more "arrows" in the quiver of any mediator (new or old), the better in my thinking. In short, if you are at all interested in mediation from either the advocate's or the mediator's perspective there is something in this book that will help you out.

I highly recommend "Success as a Mediator for Dummies" for anyone who aspires to be a mediator, as well as to professional mediators. This book is very thorough in so many aspects of mediation. The discussion on the limits of "confidentiality" of the mediation process was truly enlightening...and I have been a mediator for five years. The book does an excellent job of discussing subjects like bracketing, neutrality, breaking through impasse, the importance of open-ended questions, decision tree analysis, and covering the different styles of mediation. The book also has good advice on starting a mediation practice, including various ways of establishing an online presence, from turnkey references to do-it yourself sites. I've read several books on mediation, and this one is the most comprehensive I've read to date.

This "Dummies" guide to being a mediator really covers every aspect of practice - including the business/promotion aspect and the mediation process itself. This book presents the dos and don'ts and discusses the different contexts of when mediation is occurring, helping mediators see where their work intersects with legal proceedings. It provides step-by-step guides to working with the parties involved in conflicts/disputes, and helps the reader explore all the factors to consider in helping bring people toward a resolution of their cases. If you want tips for communicating with people and helping people identify what their underlying motivations are then you will find valuable input here. Developing a business in the era of the Internet and social media is another topic addressed here, along with traditional methods of getting leads and referrals. In order to be a success in this field you will need to actually have a suitable amount of clients, so it's appropriate that this book offers solid guidance on generating business. I found this book of interest even though I'm not a mediator - my work as a counselor/therapist is a field where some of the insights about mediation can be applied to working with clients and helping clients improve their lives and relationships. So far, I've been impressed with "for Dummies" series books that I've read, as they have been well-written, accessible, and offer solid information about the subject matter. This book is a worthwhile read for anyone beginning a career as a mediator, as well as for those who are already accomplished mediators looking to refine and refresh their skills or their business.

The "For Dummies" series continues to be one of those deceptive titles as the series is neither written for dummies or treats its readers like dummies. The series is clear, concise and organized in a way that encourages its readers to retain the information. Author Victoria Pynchon (with Joe Kraynak with the assist) continues that fine tradition. "Success as a Mediator" clearly explains the role of the mediator, the keys to success, how to up the game, etc. It discusses the importance of confidentiality, keeping one's cool, recognizing the dynamics of conversations and how to diffuse potential problems. Of course, this seems quite basic but Pynchon goes deeper into how a mediator 'controls' the conversation. Or at least, the successful ones. The book is clearly written for a person who is interested in the field but contained in it is great advice for any individual who works in group situation where tensions can rise and projects can sometimes be derailed. Learning to employ mediation techniques described in this book would be of help to those situations. Well done and very happy to have read it.

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