



## **EFFECTIVE COMMUNICATION AT MEDIATION**

### **1.0 CLE hour including 1.0 trial practice hour**

This is an on-demand broadcast of a previously recorded presentation. Join Blane McCarthy for this webinar that delves into the essential trial skills necessary for achieving success in mediation. Blane will highlight how mastering these skills can significantly enhance a civil litigator's outcomes during mediation.

The seminar will prioritize the following key trial skills:

- Strategic Advocacy in Mediation:
  - Exploring the art of strategic advocacy and its role in mediation.
  - Leveraging effective communication to maximize mediation success.
- Presenting Persuasive Evidence:
  - Allowing the evidence to eloquently advocate for your client's position.
  - Techniques for presenting evidence in a compelling manner.
- The Influence of Likability on Case Value:
  - Analyzing the impact of likability on the perceived value of a case.
  - Strategies to enhance your client's likability in mediation.
- Mastering the Economic Aspect of a Case:
  - Developing a deep understanding of the "economics" of a case.
  - Using financial insights to craft persuasive arguments during mediation.
- Fostering Collaborative Approaches in Mediation:
  - Embracing a collaborative mindset when approaching mediation.
  - How collaborative techniques can improve negotiation and outcomes.

Join us as we explore the practical strategies and insights that will empower you to excel in the mediation room.

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