

# MEDIATION ADVOCACY

Professor Joel Lee

Mediator & Trainer

**REGISTER YOUR INTEREST**

**25 to 27 February 2026**

In-person workshop

Limited Seats | SFC Claimable



## Day One – Wednesday, 25 February 2026

TIME	PROGRAMME
9:15 AM	Registration
9:30 AM	Introductions and Outcomes
10:15 AM	Introduction to Mediation
11:00 AM	Coffee Break
11:15 AM	Selecting Mediators and Mediation Styles
12:15 PM	Case Study on Mediator Selection
1:00 PM	Lunch Break
2:00 PM	Causes of Conflict
2:45 PM	Expanding Value Through the Interests-Based Problem-solving Framework
3:30 PM	Coffee Break
3:45 PM	Case Study: Applying the Interests-Based Problem-solving Framework
4:30 PM	Overview of International Mediation Advocacy
5:15 PM	Q & A
5:30 PM	End of Day 1

## Day Two – Thursday, 26 February 2026

TIME	PROGRAMME
9:15 AM	Registration
9:30 AM	Working With the Client to Consider Mediation
10:15 AM	Managing Client Emotions and Objections
11:00 AM	Coffee Break
11:15 AM	Client Preparation Role Play
12:30 PM	Review of Client Preparation Role Play
1:00 PM	Lunch
2:00 PM	Core Elements of a Persuasive Case Statement
3:00 PM	Case Study

<b>3:30 PM</b>	Coffee Break
<b>3:45 PM</b>	Using Pre-Mediations to Refine Your Mediation Strategy
<b>4:30 PM</b>	Pre-Mediation Demo
<b>5:15 PM</b>	Q & A
<b>5:30 PM</b>	End of Day 2

### Day Three – Friday, 27 February 2026

<b>TIME</b>	<b>PROGRAMME</b>
<b>9:15 AM</b>	Registration
<b>9:30 AM</b>	Framing the Client's Opening Statement
<b>10:15 AM</b>	Making Offers and Counter Offers During Mediation
<b>11:00 AM</b>	Coffee Break
<b>11:15 AM</b>	Mediation Legislation and Enforcing Mediated Settlement Agreements
<b>12:15 PM</b>	The Role of Technology
<b>1:00 PM</b>	Lunch
<b>2:00 PM</b>	Mediation Advocacy Role Play
<b>3:30 PM</b>	Coffee Break
<b>3:45 PM</b>	Review of the Advocacy Role Play
<b>4:30 PM</b>	Drafting the Settlement Agreement
<b>5:15 PM</b>	Q & A
<b>5:30 PM</b>	End of Day 3