

# MEDIATION ADVOCACY

**Professor Joel Lee**

Mediator & Trainer

**REGISTER NOW**

**14 to 16 June 2027**

In-person workshop

@ NUS (Kent Ridge Campus)

Limited Seats | SFC Claimable



## Day One – Monday, 14 June 2027

| 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 – Tuesday, 15 June 2027

| 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 – Wednesday, 16 June 2027

| <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                                                       |