



Settling Intractable Disputes Successfully & Getting Clients What They Want

TYPE	SPEAKER	CPD HOURS	LEVEL
SEMINAR	ANDREW HILDEBRAND ⓘ	3	INTERMEDIATE ⓘ

ACCREDITATION ⓘ

EMAIL PRINT

Introduction

Presented by one of the UK's leading commercial mediators, Andrew Hildebrand, the course explains what is really involved when it comes to settling disputes effectively. Whether you need to know how to help clients use mediation to get what they want, or how to defuse a business dispute that is flaring up and prevent it from escalating, this course will teach you how.

It covers the tactics, smart preparation, what to do on the day and the pitfalls to avoid. With practical exercises you will learn how to scratch under the surface and uncover the real obstacles to settlement and how to negotiate your way through them to get the most effective deal for your client.

What You Will Learn

This course will cover the following:

- Identify what your client really wants. Not what they say they want
- Assess whether litigation, arbitration or mediation is going to be your client's best option: What are the 9 things you need to consider?
- Use mediation effectively to get your clients the results they want
- Use mediation to grow your own practice

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Prices (ex VAT)

SMART PLAN ⓘ	SEASON TICKET ⓘ	STANDARD
£108	£120	£240

Group bookings

Discounts are available for multiple places and if you have 5 or more people interested in this course and would like to discuss holding it in your area or on an in-house basis then please email us at information@mblseminars.com

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