



***"Conflict is inevitable, but
combat is optional."***

- Max Lucade

A joint caucus at the beginning of a mediation is a golden opportunity to hear and evaluate individuals on the other side and to speak directly to them. However, when an advocate becomes combative, it is likely that the other side will stop listening.



***Stephanie Roberts
Mediator***

Mediation advocacy skills and trial skills are often two different things. Argue strongly the merits of your client's case, but also think of it as educating everyone in the room and influencing the client on the opposite side of the table. What you want is for the other side to listen to your line of reasoning, digest it, and then begin negotiating based on what you have said.

