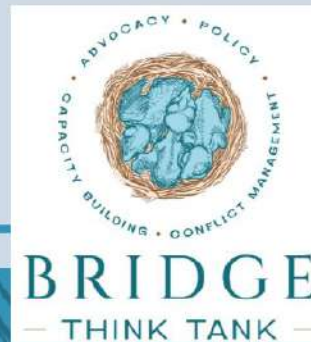


Models of Mediation



Ad Hoc versus Institutional versus Court Annexed





Venue



Authority



Agenda



Culture



Interests & BATNA



Game Plan



Basic Maslow

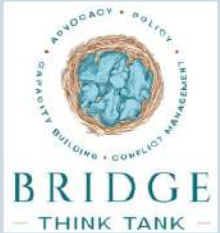


Jargon



Extraneous Material

The Process



Pre
Mediation
Meetings

Separate
Meetings

Settlement/
Termination

Opening
Presentation

Joint
Meetings



The Thinker on the Gates of Hell **Auguste Rodin (1840-1917)**

Importance of Private Meetings



Ground Setting



Anticipating
Moves



Venting



Crowd Control

WHEN WRITTEN IN CHINESE, THE WORD

CRISIS

IS COMPOSED OF TWO CHARACTERS

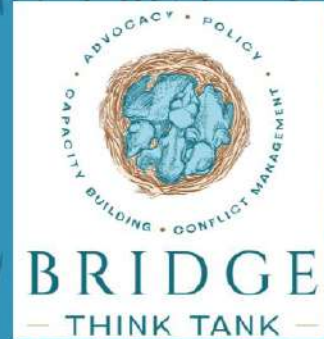
ONE REPRESENTS

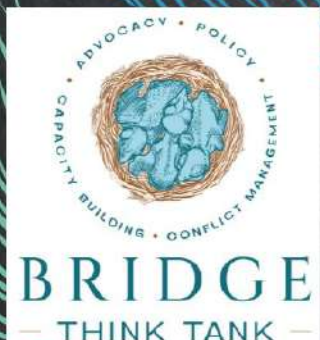
DANGER

AND THE OTHER REPRESENTS

OPPORTUNITY

危机





Kritika Krishnamurthy

Advocate & ADR Neutral

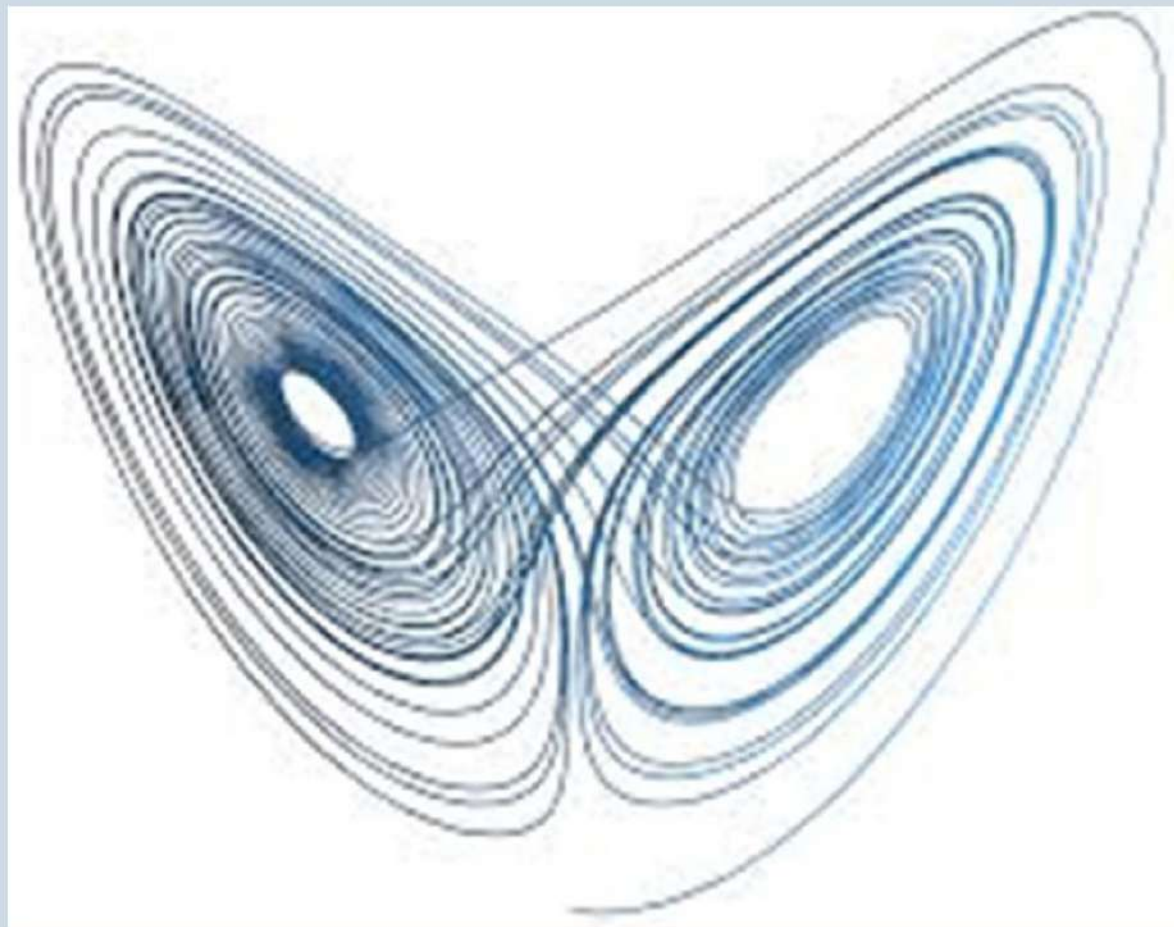
Partner, AK and Partners

Director, Bridge Think Tank India

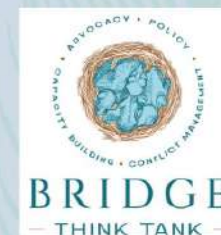
Mediation of Disputes

Moving from Crisis to Consensus

NALSAR PG Diploma in ADR 2021-22



Preparing for Mediations



Positions-Interests-Needs



The image features a large iceberg floating in a blue ocean under a clear sky. The tip of the iceberg, which is visible above the water line, is labeled 'Positions'. The much larger, submerged part of the iceberg is labeled 'Interests' and 'Needs'. To the right of the iceberg, there are three yellow boxes containing the questions 'What?', 'Why?', and 'Must have' respectively, corresponding to the three levels of understanding.

Positions

What?

Interests

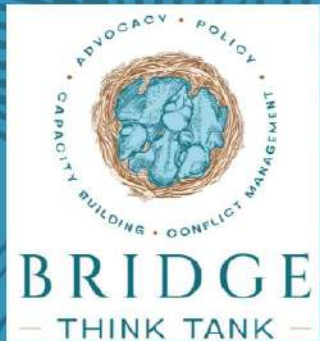
Why?

Needs

Must have

Friedrich Glasl's Model of Conflict De-Escalation



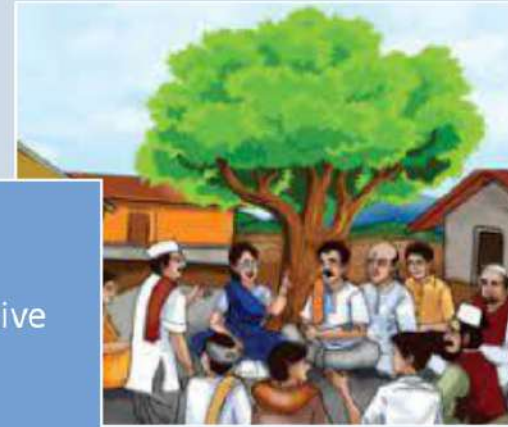


What is Mediation?

Facilitative



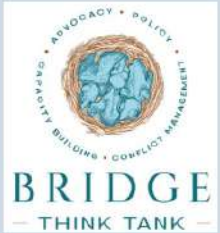
Evaluative



Transformative



Key Techniques



- Reframe, reframe, reframe!
- Summarize
- De-escalate
- Gather information
- Don't make statements.... Ask questions
- No Advice, No Blame, No Suggestion, No Compromise, No advocating for 1 party



BRIDGE
— THINK TANK —

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&
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