



ADR STRATEGIES

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You are receiving this communication as a result of your interest in alternative dispute resolution.

Many times in a mediation, something **in addition** to cash may be needed as a “sweetener” to make the deal work. For instance:

- Is there an apology that would not cost anything but might go a long way to resolving a dispute?
- Could the parties work together in the future, e.g., a three picture deal, to make the settlement work? (Sometimes the parties have too much hostility to make this viable.)
- Could the parties clarify the real issues in the dispute not just the surface problem that seemed to cause the dispute?
- Everything always comes down to money but how can we make both sides feel like winners?

Think about this before your next mediation.

Many years ago I received a Ph.D. from the University of Michigan in Communications. Before I went to law school I taught interpersonal relations, group interaction, conflict resolution, intercultural communication courses and served as a jury consultant. I apply the communication issues and solutions I taught, coupled with my 20 years of legal practice experience to my alternative dispute resolution practice.

THINK ABOUT THIS PRIOR TO YOUR NEXT MEDIATION/ARBITRATION

To set up a mediation or arbitration, please call my Case Manager Audra Shackelford at (310) 201-0010 or email her at audra@adrservices.org. To contact me via email use jkessler@adrservices.org or call me on my direct line: (310) 552-9800.

Please visit my website: www.joanbkessler.com

To change your address or remove your name from my list call me at (310) 552-9800 or just send me an email to jkessler@adrservices.org.

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