



# How to Master Commercial Mediation

*By David Richbell*

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This handbook is for commercial mediators, whether they are just starting out or are fully trained. The book is split into three distinct parts, examining: (I) all the general background, essential skills, and processes of effective commercial mediation; (II) the basic skills and techniques at a deeper level, along with an introduction of more sophisticated levels that can only be considered once the foundations are established; and (III) the aspirational standards of the master mediator (What is it that makes a good mediator the best? How can they stay there?). Written by an experienced commercial mediator, the book is filled with expert advice and practical tips. The book also includes bullet point summaries, checklists, scripts of actual commercial mediations, together with questions and answers. [Subject: Commercial Law, Mediation]

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## **Editorial Review**

### **Review**

...a unique approach to a diversity of national mediation cultures is achieved under one single roof...Richbell and his 86 contributors have aimed high and taken on a considerable challenge, and they have handled it with grace and insightfulness. This work thus provides mediators, counsel and arbitrators alike with a useful and important new guide which can and should be taken up with enthusiasm at the beginning of one's next dispute resolution exercise. -- Richard Kreindler Dispute Resolution International Vol 10 No 2, October 2016 ...a truly excellent new book...Put simply it is a masterpiece. -- John Sturrock, Core Solutions Group Mediation Mastery I am pleased to recommend "How to Master Commercial Mediation" by David Richbell...While much of the book is written by David himself (unquestionably one of England's most highly-regarded mediators), there are significant contributions from many of the UK's most distinguished mediators...I respectfully suggest that "masterpiece" is an inadequate description of this truly extraordinary book. -- Hew Dundas

### **About the Author**

Written by David Richbell and a team of specialist contributors. Ranked fifth in the top ten "Most Highly Regarded Commercial Mediators in the World" by Who's Who Legal 2014, David Richbell is one of the most well-respected mediators in the civil and commercial sector. He started mediating commercial cases in 1992 and has built up his reputation over the last 20 years. He is now one of the most experienced independent commercial mediators in Europe. David has led the Chartered Institute of Arbitrators (CIArb) Mediator Training Course for a number of years. He now leads the Mediator Training Course in partnership with RICS.

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