

# Mediation Practice Guide

“A clear and concise roadmap of the process of mediation for mediators and practitioners alike.”  
*J. Michael McWilliams, Mediator and former President, American Bar Association*

“This is the single best practical guide to business mediation I have seen.”  
*Professor Carrie Menkel-Meadow, Georgetown University Law Center and Chair, CPR-Georgetown Commission on Ethics and Standards in ADR*

“An outstanding resource for every trial lawyer thinking about the possibility of mediation or preparing for the process.”  
*Robert C. Heim, Partner and Chair of Litigation, Dechert, Philadelphia, Pennsylvania*

“An excellent presentation on one of the most important subjects confronting our profession. I believe every law firm should have at least one copy of this extremely useful book.”  
*Honorable Arlin M. Adams, former Judge, U.S. Court of Appeals for the Third Circuit*

“This artful primer, reflecting the voice of a highly experienced mediator, demonstrates a deep understanding of negotiation theory and provides wonderfully sophisticated advice for representing a client in mediation.”  
*Marjorie Corman Aaron, Executive Director, Center for Practice in Negotiation and Problem-Solving, University of Cincinnati Law School*

“. . . his practice tips for mediation advocacy helped me prepare my CEO and myself for a difficult mediation. This book should be on the desk of every corporate counsel . . . .”  
*Jack L. Foltz, former Chairman, American Corporate Counsel Association*



A project of the  
American Bar Association  
Section of Dispute Resolution

Mediation Practice Guide

Bennett G. Picker



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A HANDBOOK FOR  
RESOLVING BUSINESS  
DISPUTES

**Bennett G. Picker**

**Second Edition  
Revised and Expanded**

American Bar Association  
Section of Dispute Resolution