



Course Program: The Elements of Mediation

Theory, Application through Simulations, and Professional Feedback*

Lesson Number	Date	Topic	Instructor
1.		<ul style="list-style-type: none"> • Opening remarks; introductions on the part of the participants • Examining various approaches to conflict resolution • Experimenting with competitive negotiation 	
2.		<ul style="list-style-type: none"> • A first look at the mediation process <ul style="list-style-type: none"> ○ Understanding the essence of mediation ○ Defining the cornerstones of the mediation process • Exploring the advantages of mediation • Experimenting with integrative negotiations • Use of objective criteria in mediation and negotiation 	
3.		<ul style="list-style-type: none"> • Who can be mediator? Legal prerequisites • What makes a good mediator? Personal attributes • Initial stages in the mediation process: <ul style="list-style-type: none"> ○ Stage 1: Preparing for the mediation process ○ Stage 2: Opening the mediation process ○ Stage 3: Presentation of the parties' statements • Models of communication <ul style="list-style-type: none"> ○ Active listening 	
4.		<ul style="list-style-type: none"> • Stage 4: Identifying the issues of the mediation and setting the agenda of the mediation process • Stage 5: Identifying and classifying the parties' interests 	



5.		<ul style="list-style-type: none"> • Use of open and closed questions • Various types of meetings in mediation • Confidentiality in mediation; the mediator's immunity • Distinguishing between varying types of interests on the part of the parties 	
6.		<ul style="list-style-type: none"> • Fundamental mediation skills • Stage 6: Creating options 	
7.		<ul style="list-style-type: none"> • Stage 7: Evaluating the alternatives • The role of attorneys in the mediation process 	
8.		<ul style="list-style-type: none"> • Stage 8: Choosing options <ul style="list-style-type: none"> ○ Selecting viable options as a basis for creating an agreement ○ Dealing with disagreement between the parties 	
9.		<ul style="list-style-type: none"> • Stage 9: Creating the agreement • The mediator's proposal: advantages and disadvantages 	
10.		<ul style="list-style-type: none"> • Stage 10: Drafting the mediation agreement: the fundamentals • Co-mediation vs. mediation by single mediator • Mediation in other contexts: democracy and religion • Closing remarks • Evaluation by participants 	

** Each participant will have the opportunity to mediate in a simulated mediation situation, and will receive a personal evaluation on his/her performance from the instructor.*