



## **The Quanta guide to a successful mediation**

**Think of the process as an investment.** You're buying the best chance to settle prior to court, so make the most of the allotted time, however challenging it might get.

**Use joint sessions to influence the other side's thinking.** Rather than re-running familiar issues, consider 'what might it take to get the other side to change their thinking?'

**Make the most of the mediator** - use the mediator as a sounding board. With the safety of confidentiality you can talk through ideas and strategies together before trying them out.

**Be clear about the alternatives to a negotiated agreement.** Rather than relying on 'gut feeling', work out the best – and worst – alternatives to a negotiated settlement to inform your bottom line.

**Make offers that are credible.** A first offer that is realistic will improve and speed up the negotiations.

**If there's a low point in the day, don't despair.** Things are often changing direction just then, so keep calm, take a deep breath and carry on.

**Put emotions aside.** You and the other party have a mutual problem, and an opportunity to work together to solve it. So 'don't get mad, get a settlement'

**Trust the process.** It's tried and tested, so even if you can't see where it's going – be bold and take the next step.