

# Four Day Certificate Workshop in MEDIATION

Based on the Principled Negotiation model of mediation developed at Harvard University, the workshop explores and guides participants through the practical skills and techniques required to become both competent and confident to facilitate mediations.

Recognising that we learn best by doing, the highly interactive workshop uses lectures, demonstrations, practical exercises, videos and extensive supervised role-plays.

In addition to the skills of mediation, it will improve your ability to negotiate - both on your own behalf as well as when providing assistance to others.

Participants receive a comprehensive workbook designed as an ongoing reference tool as well as a copy of "Getting to Yes" by Fisher, Ury & Patton, considered the seminal text on Mediation theory and practice.

Successful completion of the workshop satisfies the training component for accreditation

<b>Date:</b>	6-9 <sup>th</sup> March 2007
<b>Venue:</b>	University of Melbourne Hawthorn Campus 442 Auburn Rd, Hawthorn
<b>Cost:</b>	\$1,925 incl GST Earlybird \$1,730 If received and paid before 9 <sup>th</sup> February

## Topics covered include:

- Anatomy of Conflict** – Causes, Responses, Escalation
- Common Conflicts** – Workplace, Landlord/Tenant, Neighbour
- Negotiation Styles** – Power, Rights & Interest based negotiations
- What is Mediation?** - The Process, Stages, Benefits
- The Mediator** - Role and Key Skills
- Recognising how and why people react differently**
- Understanding Positions vs Interests**

*(Full course description available on the website - [www.pacificmediation.com.au](http://www.pacificmediation.com.au))*

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Pacific Mediation  
16 Queen St  
KEW Vic 3101

Tel: 9855 0855  
Email: [training@pacificmediation.com.au](mailto:training@pacificmediation.com.au)  
Web: [www.pacificmediation.com.au](http://www.pacificmediation.com.au)

**REGISTRATION & TAX INVOICE**

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Name \_\_\_\_\_ Title \_\_\_\_\_

Occupation \_\_\_\_\_

Coy/Dept \_\_\_\_\_

Address \_\_\_\_\_

Tel: (Day) \_\_\_\_\_ (Mob) \_\_\_\_\_

Email \_\_\_\_\_

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**PAYMENT**

I enclose a cheque payable to "Pacific Mediation" for \$1,925 (incl GST)  
(Earlybird rate \$1,730 if paid before 9<sup>th</sup> Feb 2007)

**or**

I have paid / will pay by direct debit to

Bank:	Westpac / Bank of Melbourne
A/c Name:	Pacific Mediation
BSB:	033 058
A/c No:	267 278

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I agree / do not agree for my details to be given to other workshop participants

Signature \_\_\_\_\_ Date \_\_\_\_\_

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**Please return to: Pacific Mediation**  
**Post :** 16 Queen St Kew  
**Fax :** 9855 0856