

MEDIATION

**CHANGING THE
MINDSET**

DEFINITION

- **An alternative dispute resolution procedure, aiming to assist the parties, to reach in a mutual agreement of their dispute, in a way that satisfies both parties.**
- **A way of resolving disputes between two or more parties with concrete effects.**
- **The intervention in a negotiation (within the framework of a conflict), of a commonly acceptable third party, which has limited or no decision-making power, but has the role to assist the parties, to lead them to the attainment of a voluntarily reach of a mutually acceptable agreement on matters concerning their dispute - Christopher W. Moore, *The Mediation Process*, Jossey-Bass 1996**

MEDIATOR – MAIN CHARACTERISTICS

- **Impartial**
- **Neutral**
- **Good listener**
- **Reticent**
- **Trustworthy**
- **Positive attitude**
- **Willing to help**

BROAD USAGE OF MEDIATION

- **Civil**
- **Commercial**
- **Family**
- **Labour**
- **Construction**
- **IN EVERY FIELD OF OUR ACTIVITY (family, relatives, friends, known's, business associates)**

BENEFITS OF MEDIATION

- **Cost Effective,**
- **Small Duration (one to three days),**
- **Improving personal relations,**
- **Minimum to none Risk Factor,**
- **Parties are guiding the procedure and NOT anyone else.**

FAMILY LITIGATION

- **DIVORCE**
- **ALIMONY**
- **CUSTODY – CHILD KEEPING**
- **COMMUNICATION**
- **FINANCIAL MATTERS**
- **EXCLUSIVE USE OF FAMILY HOUSE**
- **CREATE THE PERFECT STORM**



FAMILY MEDIATION

- **MEETING JOINTLY AND SEPARATELY WITH THE PARTIES**
- **EXPLAIN PROCEDURE**
- **LOOKING EACH PARTIE'S INTEREST AND NEEDS**
- **GENERATE REALISTIC OPTIONS**
- **FACILITATE NEGOTIATION, SO THEY CAN BOTH PROBLEM – SOLVE**
- **MEDIATION AGREEMENT IN THEIR OWN FREE WILL**

“The quality of our lives depends not on whether or not we have conflicts, but on how we respond to them.”

– Thomas Crum

THANK YOU

Stelios Asproftas

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**STIKSIS
MEDIATION SERVICES**