

## Selling Mediation

### Summary

There are no formal entry requirements. This workshop is designed for learners who should have completed basic mediation skills training and have some casework experience within a community mediation service. It aims to provide opportunities to identify, discuss and practice skills in the following:

- selling your service
- examining the ethical issues around “selling” mediation
- selling mediation to clients
- identifying and exploring clients’ reservations about mediation.

### Learning Outcomes

Learners will be able to:

- understand how to review the different parts of a service’s public image
- provide a safe space for clients to explore their reservations about mediation
- gain an understanding of the different reasons a client may have reservations about using mediation
- practice skills and strategies learnt.

### How will you be taught

We aim to provide a safe and enjoyable atmosphere for learning. Our style is highly interactive, and we use a lot of small group work, group discussion and role-play. There will be opportunities to bring your own experience to discussions about when and how to use the skills, and time to practise exercises in pairs and small groups.

### Assessment procedure

This course is not assessed.

### Fees and Booking

The cost is £80 and places are booked through completion of a booking form, available on request – e-mail [info@scmc.sacro.org.uk](mailto:info@scmc.sacro.org.uk)

**Dates:** see website for further information

**Venue:** online (Zoom)

### Accreditation details

This course is equivalent to five hours Continuing Professional Development