



**1ST RGNUL SPORTS & ENTERTAINMENT LAW NATIONAL MEDIATION
COMPETITION**

April 12-14, 2019

Mediation Plan Outline

Team Code:

Prelim:

Party:

Core Issue

What brings you to Mediation? What are your main interests?

Know your ZOPA

Your goals (financial and other)

Their goals (financial and other)

My high expectation is:

They will be hoping for:

The minimum we expect is (and why):	The minimum they will expect is (and why):
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Know your Alternatives – BATNA / WATNA

If mediation fails, is litigation an alternative? How does it weigh? Any other alternatives?

<i>Your perspective:</i>	<i>Their perspective:</i>
Your costs to date:	Their costs to date:
Your costs in court:	Their costs in court:
Your chances of winning/losing at trial:	Their chances of winning/losing at trial:
Your hidden costs - eg. Management of time, finances - of going to trial:	Their hidden costs – eg. management of time, finances - of going to trial:

Strings attached?

Are there any consequences to reputation or existing relationships that depend on the conclusion of the mediation?

With the other party / third parties

What is at stake for them to lose?

Timelines and deadlines

Are there any timing issues that may force or retard agreement?

For you

For them

Mutual problem-solving

What offers can you make to the other side that cost you little and they might value highly and vice versa?

<i>What could you offer?</i>	<i>What might the opposite party offer?</i>

“Always strategise to face someone who is as prepared as you are.”

- The PACT