

Contents

1 The History of Lawyers and Mediation	1
1.1 Historical Development	1
1.1.1 The Lawyer Pioneers of ADR	2
1.1.2 ADR In and Out of the Traditional	3
1.2 Mediation and Lawyers in the Post-Pound Era	6
1.2.1 USA	7
1.2.2 The Common Law World	9
1.2.3 Continental Europe	17
1.2.4 Supra National, European Developments	22
1.3 Conclusion	24
References	25
2 Lawyer Resistance to Mediation	29
2.1 Introduction	29
2.2 The Public Perception of Lawyers	31
2.3 The Lawyer as Gatekeeper	33
2.3.1 Clients and Mediation	33
2.3.2 General Ideas	35
2.3.3 Lawyer-Client Relationship in the Dispute Resolution Context	36
2.3.4 Lawyer Control and Client Type	37
2.4 Money, Money, Money	40
2.4.1 The Case Against Lawyers	40
2.4.2 Evidence of Financially Motivated Behaviour	41
2.4.3 Lawyers' Economic Interests and Disputing Practices	43
2.5 Ignorance and Cultural Barriers	46
2.5.1 Lawyers and Culture	47
2.5.2 Lawyer Cultural Biases and Mediation	52
2.5.3 Shifting Trends?	56
2.6 Fears Over the Efficiency of Mediation	57
2.6.1 Parties' Costs in Mediation	59
2.6.2 Tactical Use	61

2.7 Quality Objections	62
2.8 Conclusion	64
References	64
3 Lawyer Involvement in Mediation and the Co-Option Thesis	71
3.1 Introduction	71
3.2 The Co-Option Thesis	73
3.2.1 The Seeking of New Markets	74
3.2.2 The History of Lawyers and Professional Skirmishes	74
3.2.3 Demand Creation and New Markets	76
3.2.4 Evidence of Lawyer Accommodation in Other Fields	77
3.3 The Roots of Lawyer Engagement with Mediation	79
3.3.1 Introduction	79
3.3.2 Commercial Imperatives	80
3.3.3 Belief in the Process	80
3.3.4 Better Professional Experiences	81
3.3.5 Assisting Negotiations	82
3.3.6 Responding to Client Demand	83
3.4 Strategies Used to Gain a Foothold in the Field	84
3.4.1 Asserting Ownership and Defensive Marketing	85
3.4.2 Lobbying and Regulatory Capture	86
3.4.3 Mediation and the Unauthorized Practice of Law	90
3.4.4 Lawyer ‘Shopping’ for Lawyer-Mediators	95
3.5 Conclusion	96
References	97
4 Mediation and Lawyers: Does the Cap Fit?	101
4.1 Introduction	101
4.1.1 The Risk of Lawyer Involvement	102
4.1.2 Legal Education	103
4.1.3 Lawyer Personalities	103
4.2 Representing Clients in Mediation	105
4.2.1 Lawyer Negotiations	106
4.2.2 Evidence of Shifts in Negotiation Approaches	108
4.2.3 Lawyers in Mediation	110
4.3 Lawyer-Mediators	117
4.3.1 General Points	117
4.3.2 Training and Education	118
4.3.3 The Value-Added Nature of Lawyer-Mediators	119
4.3.4 Lawyer-Mediators and the ‘Lawless’ Nature of Mediation ...	120
4.3.5 What Do Lawyers Want from Mediators?	120
4.3.6 The Facilitative/Evaluative Divide	122
4.3.7 What Do Clients Want from Mediators?	125

4.3.8 Evidence as to Differences Between Lawyer-Mediators and Non-Lawyer-Mediators	126
4.3.9 Gender Issues	127
4.4 Judicial Mediation	128
4.4.1 Judges as Mediators	129
4.4.2 Empirical Evidence	131
4.5 Conclusion	133
References	134
5 The Fusing of Mediation, Lawyers and Legal Systems	139
5.1 Introduction	139
5.2 Mediation and Civil Justice Concerns	139
5.2.1 The Shifting of Mediation into the Mainstream	140
5.2.2 The Backdrop to Justice Concerns	142
5.2.3 The Debate Over Mandatory Mediation	144
5.2.4 Mediation and ‘Justice’	148
5.2.5 Power Imbalances in Mediation	156
5.2.6 Mediation and the ‘Loss of Law’	159
5.2.7 Mediation’s Relationship with Formal Civil Justice	163
5.3 Mediation Practice in the Institutionalised Context	164
5.3.1 Problems with Current Court-Connected Mediation	164
5.3.2 Accepting Change in Court-Connected Mediation	165
5.4 Conclusion	168
References	169
6 Conclusion: The Future of Lawyers and Mediation	175
6.1 Introduction	175
6.2 Treading Carefully: Lawyers’ Future Steps on the Mediation Field	176
6.2.1 Reforming Legal Education	178
6.2.2 Regulating Mediation Practice	179
6.2.3 Ethical Codes and Rules of Professional Practice for Lawyers Representing Clients in Mediation	180
6.3 Final Thoughts	182
References	182
Index	183