

IN PLACE OF STRIFE

The Mediation Chambers



Feedback Digest for

MARK LINNELL

Mediation Style and Approach

Mark has built his reputation as a mediator by fully utilising his skills and experience in being a professional business developer and negotiator in business. He is a calm and robust figure with a real understanding of the commercial issues facing the participants in mediation.

Mark has a warm equable style. He has the ability to communicate effectively. He is constructive and helpful for all parties; furthermore he is reassuring and creates a climate of confidence and trust.

"Persuasion, patience and an openness to explore alternative ways of resolving the case."

Chambers Guide to the Legal Profession, 2010

Themes emerging from feedback

Innovative and Commercial

"He was excellent and assisted the parties in reaching terms of settlement against all the odds."

"You may chalk this up as a cracking success. I am in a position to spread the good word. No commission required!"

"Assisted greatly in the process of securing a financial settlement."

Empathy and Trust

"His ability to gain the confidence of the parties and their advisors makes life a lot easier for everyone."

"He built good rapport with our clients."

Understanding the issues

"Calm and considered comments and assessment."

"He came across as fair and sensible."

"He was calm, fair and helpful throughout the day. He actively encouraged my client to look at certain issues in a different way which ultimately led to the formal settlement that we achieved."

"Mark had a good, practical approach to the mediation and an understanding of the business background to it. This enabled our client to connect more easily with him than, for example, a lawyer and our client felt that Mark undertook his role of 'devil's advocate' very well. Mark brought a perceptive approach to both the plenary and private sessions."

"Your experience and calm ability to herd cats was, as always, fundamental to the matter being resolved."