



Training Discussion Points

The learning objectives of the Commercial Mock Mediation and Trial are:

1. Understand why and when mediation may apply
2. Observe a mock trial relating to a common contract dispute
3. Observe legal arguments in action
4. Gain knowledge of potential general damages recoverable in a breach of contract case
5. Understand how costs are awarded after judgment

As experts in legal expenses insurance we are passionate about enabling access to justice and through education and training we aim to provide you with a better understanding of our products and the legal process your customers may go through.

Please download the Training Document and watch the videos of the mock mediation and trial via our website or YouTube page. You may refer to the questions below in order to create discussion points amongst your colleagues.

Mediation

- How does the mediation process work?
- How long does mediation take?
- What are the major benefits of using mediation?
- How do the courts view mediation?
- Why would clients want to enter into mediation?
- What happened in the example case?

Trial

- When might a claim end up at trial?
- If a case ends up at trial, what is the process?
- Who normally attends a trial?
- Who else is present in the court room?
- How long does the processes take?
- What is the format of a trial?
- Will the judgement be made straight away?
- What happens after the judgment is given?
- Why is there a discussion around costs?
- What happened in the example case?

If you would like further training resources, including bespoke materials or sessions, please get in touch with your Account Manager.

www.arag.co.uk/contact