

Maurice Nichols : Mediator CV



I have spent 40 years in and around claims – advising, investigating, litigating, and resolving them. And in all of those years the highlights were in finding the energy, imagination and skill to resolve the seemingly unresolvable.

That is what I now do as a mediator. I aim to help the parties explore ways forward, bring lateral thought and inventiveness to the negotiating table and keep the parties focussed on the problem. I do of course have the considerable advantage of being a neutral with a fresh pair of eyes, and finding solutions to other people's problems is often easier than finding solutions to your own!

Pre-mediation :

Mediation should be a simple process, and the mediation day needs to be properly constructed. A poorly designed day reduces the chance of a successful outcome. In pre mediation discussions I will assist with getting the mediation day right for the parties by addressing all the relevant pre mediation issues such as the level of detail required, and pre mediation submissions and a general briefing.

Mediation settlement meetings :

While the mediation tone needs to be professional, mediations work better as relaxed affairs where the parties feel comfortable. I respect that occasionally settlement is not the right answer for them at that point. But I am tenacious and persistent if that is right for the moment and will not give up on achieving a successful mediation unless it is very evident that settlement is not going to be possible at that time.

Post mediation :

Where cases do not settle on the day I aim to keep in touch with the parties just in case I can help in moving the negotiations on the mediation day forward.

My background:

I qualified as a solicitor in 1974 and as an Attorney in New York in 1990. I have been a partner in a Top 20 UK Law Firm (leaving that

partnership in 2002), and over the past 10 years I have been a consultant with two other large law firms, and with the Centre for Dispute Resolution (where I qualified as a mediator). I am a specialist litigator in fire claims, property damage (including aviation losses), product liability, contractual disputes (including insurance policies) and large personal injury losses. I regularly train lawyers, insurers and corporates in negotiation skills, and have written extensively on mediation and negotiation styles, techniques and strategies including:

“Consensual Negotiation” ADJ magazine “Bulletin Winter 2008

“A view from CEDR” ADJ magazine “Bulletin Winter 2008

“Which case is right for mediation?” Post Magazine April 2009

*“Save it for Hollywood!” (an article on collaborative negotiation)
Post Magazine August 2008*

What others say:

*“His approach brings imagination to the settlement procedure.
He explores
routes that traditional settlements never look at, but in a
constructive and
sensitive way with the parties until a deal starts to unfold”*