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香港調解學院  
HONG KONG INSTITUTE OF MEDIATION

**How to deal with our inner struggles when conducting mediation with parties**  
– insights and sharing after reading the book  
*“Getting To Yes with Yourself and other Worthy Opponents”*

“Getting to Yes” provides a groundbreaking approach to assist parties to negotiate for a win-win solution of a problem by using several skills and methods. As mentioned by William Ury, the co-author of “Getting To Yes” and the author of his new book “Getting to Yes with Yourself”, “Getting to Yes” is about changing the outer game of negotiation and “Getting to Yes with Yourself” is about changing the inner game so that we can then change the outer game. William Ury further considers “Getting to Yes with Yourself” is the missing first half of “Getting to Yes”.

As mediators, how do we make use of the skills and methods mentioned in “Getting to Yes with Yourself” in conducting mediation sessions? The speaker will first give an introduction on the six steps mentioned in “Getting to Yes with Yourself” and then share how we can use the six steps mentioned in the book for our daily mediation practice.

**SPEAKER: Mr. Lung Gwun Ting, Bryan**  
Solicitor

HKMAAL and HKIAC Accredited Mediator, Family Mediator and Supervisor

**DATE:** 29 October 2015 Thursday

**TIME:** 7:00pm – 8:30pm

**LANGUAGE:** Cantonese

**VENUE:** Suite D, 4/F, 88 Commercial Bldg.,  
28-34 Wing Lok Street, Sheung Wan, Hong Kong

**ADMISSION FEE:** HK\$100.00

(Seating is limited. Applications are processed on a first-come-first served basis.)

Please issue cheque payable to "HONG KONG INSTITUTE OF MEDIATION LTD." and

mail to "Suite D, 4/F, 88 Commercial Bldg., 28-34 Wing Lok Street, Sheung Wan, Hong Kong"

**on or before 22 October 2015 (Thursday).** Otherwise, your seat will be released to members on waiting list.

**REGISTRATION:** [Click here](#) (Limited to HKIM members only)

**ENQUIRY:** [mediation.hkim@gmail.com](mailto:mediation.hkim@gmail.com)

**About the speaker:**

Mr. Lung Gwun Ting, Bryan, is a solicitor and an experienced accredited family mediation supervisor and general mediator. He has conducted over 130 family mediation cases and 130 general mediation cases since 2009. Having vast interest in counseling as well, he serves as a volunteer in various counseling centres in Hong Kong since 2006, and currently pursuing a Master of Social Science Programme (Family-Centred Practice and Family Therapy) at the Hong Kong Polytechnic University.

He has extensive experiences in family mediation, supervision and training. He has been actively involved in family mediation supervision for over 30 trainees including lawyers and counselors. Besides, he has been coaches for several Family Mediation Training Courses approved by the HKMAAL and the HKIAC since 2011. To further promote mediation in the community, he has also delivered seminars and talks on family mediation in various non-governmental organizations, churches and mediation bodies. He is now a committee member of the Hong Kong Mediation Council and the Mediation Committee of the Law Society of Hong Kong.