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Enhancing Mediation Outcomes: Michael Dickman Offers Practical Tips for New Lawyers

BY MICHAEL P. DICKMAN • APRIL 27, 2026

Michael Dickman wrote “[Enhancing Mediation Advocacy: A Young Lawyer’s Perspective](#),” which appeared in the March/April 2026 issue of the Massachusetts Bar Association’s *Section Review*. The article offers practical recommendations for new lawyers to enhance both the mediation process and its outcomes. Below is an excerpt.

Mediation is an effective tool. It avoids the cost and uncertainty of moving ahead with protracted litigation. It offers flexibility and control that a trial will not replicate. Yet too often, lawyers approach mediation passively, as observers rather than advocates. Especially for newer lawyers, mediation may be the most frequent opportunity to sharpen oral advocacy, engage meaningfully with clients, establish credibility with opposing counsel and the neutral, and exercise professional muscles rarely developed in law school.

[Read the full article on the Massachusetts Bar Association’s website.](#)