



AI PROMPTS FOR FUTURE-READY MEDIATORS

Using AI to Identify Opportunities and Build Your Practice

How to Use This Guide

Artificial intelligence tools such as ChatGPT, Claude, Gemini, or similar platforms can act as powerful research and strategy assistants for mediators.

The prompts in this guide are designed to help you:

- Identify emerging dispute areas
- Evaluate new mediation opportunities
- Explore pricing and service models
- Identify training or expertise that could expand your practice
- Translate industry trends into practical next steps

You can use these prompts exactly as written, or modify them by inserting your own:

- Practice area
- Geographic region
- Target clients or industries

Tip:

For the best results, provide context when prompting an AI tool. Mention your location, practice focus, and typical clients.

Example:

“I am a family law mediator in Chicago who works primarily with high-asset divorce cases. Help me...”

PART 1

Identifying Emerging Dispute Areas

One of the most powerful uses of AI for mediators is **researching where new conflicts are developing**.

These are often areas where **early expertise can position you as a referral resource**.

Prompt 1

Identify Emerging Conflicts

Analyze trends in disputes related to **[practice area]** in **[location or jurisdiction]**. What types of conflicts appear to be increasing, and what industries or sectors are generating them?

Prompt 2

Explore Technology-Driven Disputes

What kinds of disputes are emerging due to the adoption of **AI, automation, or data technologies** in **[industry or sector]**? Where might mediation be a useful method of resolving these conflicts?

Prompt 3

Locate New Mediation Opportunities

What emerging types of disputes are developing in **[industry or sector]** in **[location]**, and where might mediation be an effective form of resolution?

Prompt 4

Identify Early Intervention Opportunities

What disputes related to **AI tools, automation, data use, or digital platforms** are increasing in **[industry]**? Where might mediators provide early intervention or conflict prevention services?

PART 2

Evaluating New Practice Niches

Once potential dispute areas are identified, the next step is to evaluate whether they represent **a meaningful opportunity for your practice**.

Prompt 5

Evaluate a Potential Mediation Niche

I am considering expanding my mediation practice into **[emerging dispute area]**. What types of conflicts occur in this field, who the typical parties are, and whether mediation is commonly used to resolve these disputes?

Prompt 6

Assess Market Potential

In **[location]**, what industries or sectors are experiencing increasing disputes related to **[topic]**? Which of these might benefit from mediation services?

Prompt 7

Identify Referral Sources

If a mediator developed expertise in **[emerging dispute area]**, what professionals might become referral sources? Consider attorneys, consultants, HR professionals, regulators, or industry organizations.

PART 3

Developing Expertise in Emerging Areas

Once you identify an opportunity, the next step is **building credibility and expertise**.

Prompt 8

Identify Required Knowledge

What knowledge, terminology, or training would help a mediator become credible in **[emerging dispute area or industry]**?

Prompt 9

Develop a Learning Roadmap

Help me create a learning plan to develop expertise in **[topic or industry]** over the next six months.

Include recommended resources, concepts to learn, and professionals or organizations to follow.

Prompt 10

Understand the Conflict Landscape

Explain the most common conflicts that occur in **[industry or sector]**, how they typically arise, and where mediation might be effective.

PART 4

Exploring Pricing and Service Models

Another major trend in dispute resolution is **rethinking traditional hourly billing**.

AI can help mediators analyze different pricing approaches.

Prompt 11

Research Pricing Models

What pricing models are commonly used by mediators in **[practice area]** in **[location]**?

Prompt 12

Compare Billing Structures

Compare the pros and cons of hourly billing versus flat-fee mediation services.

Prompt 13

Design Alternative Pricing

Help me design three pricing structures for a mediation practice focused on **[type of dispute]**.

Prompt 14

Set Flat Fees

What factors should be considered when setting a flat fee for mediation in **[practice area]**?

Prompt 15

Define Scope of Services

Help me draft a clear scope of services for a mediation engagement in **[practice area]**, including how to handle common scope issues such as document drafting, follow-up calls, or additional sessions.

PART 5

Turning Trends Into Action

The most important step is translating insights into **concrete next steps**.

You can upload the slide deck from the program and ask an AI tool to help you develop a strategy.

Strategic Practice Planning Prompt

I attended a practice-building program with Susan Guthrie about the three major trends shaping mediation practices:

- AI as professional infrastructure
- Alternative pricing models
- Emerging dispute areas

I have uploaded the slide deck from the program.

My mediation practice focuses on **[practice area]** in **[location]**.

Based on these trends:

1. Identify the most relevant opportunities for my practice.
 2. Suggest one or two emerging dispute areas I should explore.
 3. Recommend three practical steps I could take in the next 90 days to begin adapting my practice.
-

Final Thought

The most successful mediators do not simply react to change in the field.

They **observe trends, identify emerging opportunities, and intentionally evolve their practices.**

AI tools can accelerate that process by helping you:

- Research new areas quickly
- Understand unfamiliar industries
- Evaluate opportunities strategically
- Develop actionable plans for growth

Used thoughtfully, these tools can help mediators stay **future-ready in a rapidly evolving dispute resolution landscape.**

susaneguthrie.com