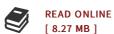




How to Mediate Like a Pro: 42 Rules for Mediating Disputes (Paperback)

By Mary Greenwood

iUniverse, United States, 2008. Paperback. Condition: New. Language: English . Brand New Book
***** Print on Demand ******. For over twenty-five years, Author Mary Greenwood has been resolving
disputes in her professional career as an Attorney, Mediator, Human Resources Director, Union
Negotiator, and Labor Arbitrator. Her book How to Negotiate Like a Pro, Which has won six book
awards, was based on her experience as a Union Negotiator. The sequel How to Mediate Like a Pro is
based on her experience as a Mediator in over 7000 cases. Greenwood noticed that there were
certain Rules or characteristics of The cases that settled that were not present in the cases that did
not settle. Among those Rules you will find the following: Be A Devil s Advocate You Can Mediate With
A Lunatic Everyone Makes Mistakes Let The Parties Tell Their Story Know When To Fold Greenwood
lists each Rule and Script and offers a concise explanation on how and when to use it in Mediation.
How to Mediate Like a Pro presents strategies and practical tips for the Mediation process. It will give
you insight on how to deal with difficult parties, how to break an impasse and how to close...



Reviews

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