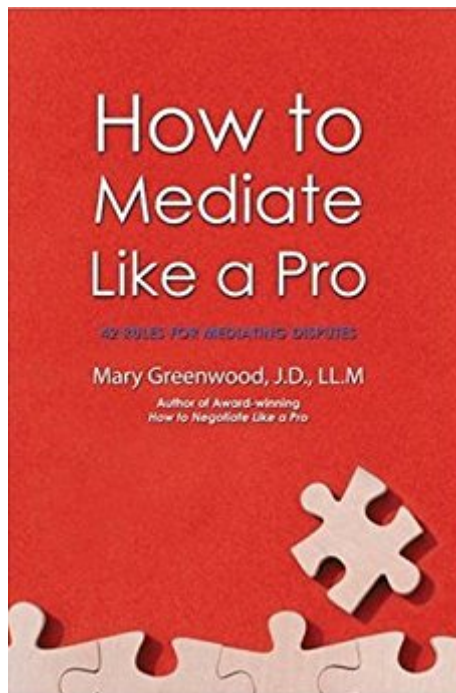


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How To Mediate Like A Pro: 42 Rules For Mediating Disputes (How To ___ Like A Pro)



Synopsis

Product Description How to Mediate Like a Pro has won 12 book awards. 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 w

Book Information

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Customer Reviews

Based on her experience mediating over 6000 cases, Mary Greenwood lists each rule and offers an

explanation on how and when to use it in mediation. The book gave me the confidence and skills to deal with difficult parties and helped me understand how to handle a deadlock and how to close any deal. It even has a section on how to talk like a mediator.

Great advice and guidance on how to approach disputes during mediation, but also in real life circumstances. Great job on this book Ms. Greenwood! And, thank you for sharing your wisdom and expertise with your fans!

The best part is that many scenarios are "scripted". So many other authors just write on process and generalities - the "what" but Greenwood gets into some real practicalities - the "how"

As a mediator, this is a very useful ebook to take with me to mediations. I refer to it as kind of a checklist when I run into a particular type of impasse.

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