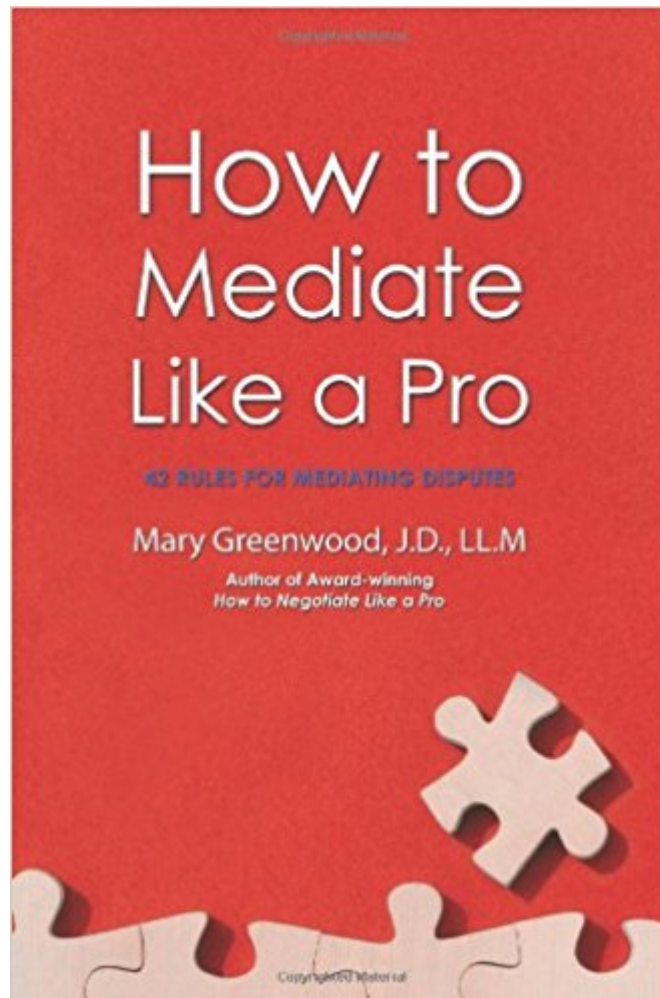




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# **How To Mediate Like A Pro: 42 Rules For Mediating Disputes**



## Synopsis

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 the deal. After you read this book, you will be able to Mediate Like A Pro.

## Book Information

Paperback: 102 pages

Publisher: iUniverse, Inc. (February 1, 2008)

Language: English

ISBN-10: 0595469620

ISBN-13: 978-0595469628

Product Dimensions: 6 x 0.3 x 9 inches

Shipping Weight: 7.4 ounces (View shipping rates and policies)

Average Customer Review: 3.8 out of 5 stars 24 customer reviews

Best Sellers Rank: #501,387 in Books (See Top 100 in Books) #56 in [Books > Law > Rules & Procedures > Alternative Dispute Resolution](#) #516 in [Books > Law > Rules & Procedures > Civil Procedure](#) #5433 in [Books > Textbooks > Law](#)

## Customer Reviews

Mary Greenwood is an Attorney, Mediator, and Author of the award-winning book, *How to Negotiate like a Pro: 41 Rules for Resolving Disputes*. She has mediated over 7000 cases. She has a BA and MA in English, a Law Degree and an LL.M. in Labor Law. Greenwood lives in Miami Beach, Florida. Visit [www.Marygreenwood.com](http://www.Marygreenwood.com) Email: [Howtomediate@aol.com](mailto:Howtomediate@aol.com)

This book is a fast read yet contains details of the steps in the mediation process. Also helpful are

sample scripts illustrating what mediators would say in specific situations. The book is a good introduction to or quick review for beginning mediators.

I chose this book because I found myself going into moderation due to a bad neighbor, wanting to know about the process. The book delivered! It is a short no nonsense read, that laid out everything I needed to know accurately. I was surprised how well. I would highly recommend this book for any one facing mediation. I really appreciated the lack of boring dry text, anyone can get it by reading this wonderful book.

This is a good book to give you the basics on what to do in mediation. Once you read it you can go to the TOC (Table of Contents) and find all of the 42 rules listed there for quick reference. She does repeat herself several times, but that serves to get the point across a bit more to the less studious readers. All-in-all I'd say buy this book to get the ground rules down. Then, get a textbook quality book for detailed reference. Finally, take the class and complete all steps for licensure and you're good to go.

I read this book in conjunction with Getting to Yes while taking a Basic Mediation class. While I recognize that only actually DOING mediation with an experienced mentor brings expertise, this book is a good roadmap to the beginner.

Good book for someone starting to Mediate cases.

Seemed a little outdated and not written particularly well.

.....kind of a quick , short cook book , may be especially effective for beginners and for managers who often find themselves in unavoidable human relations reality which necessitates mediation, a quick reminder of basic principles for leading a mediating process.

Too general with little ideas.

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