



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

Mary Greenwood

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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.

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