

Volume 1

50 sets of Mediator Intervention Flash Cards

6 Cards in Each Set

Each Set includes:

Party Statement Card

Mediator Intervention – Acknowledgement Card

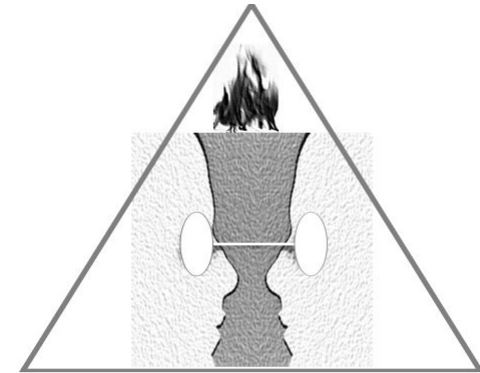
Mediator Intervention – Clarification Card

Mediator Intervention – Exploration Card

Mediator Intervention – Harvesting Clarification Card

Mediator Intervention – Harvesting Exploration Card

Volume 1 begins with the Unavailability Based Party – Attention Assigned Elsewhere Statements with the Pre-structured Mediator Intervention, and continues through the Power Based Party – Persuasion Strategizing Statements with the Pre-structured Mediator Intervention. There are a total of **300 Cards** in each volume not including the informational and header cards.



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Mediator Intervention Flash Cards
Supplement to the book Playing the
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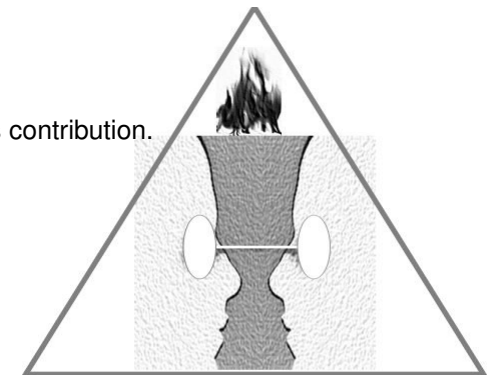
Mediator Intervention Flash Cards Volume 1 Index of Party Statements

Unavailability Based – Attention Assigned Elsewhere

- Set 1** Party looks around the room as though uninterested.
- Set 2** Party begins reading material that appears unrelated to the immediate contribution and/or discussion (such as possibly flipping through his papers regarding the issue as the other party is talking or even reading a magazine or book or balancing his check book).
- Set 3** The party gets up from his seat and begins pacing or just standing up.
- Set 4** The party begins talking about something that appears to have no connection to the current string of discussion.
- Set 5** Party falls asleep during the session.
- Set 6** The party begins to stare into space appearing to be day dreaming.
- Set 7** The party 's cell phone rings, and maybe he even stops to answer it during the session.
- Set 8** The party begins tapping a pencil or other object that injects an intrusive sound or visual disturbance.
- Set 9** Parties begin talking at the same time. It appears neither is listening to the other, only trying to express his own perspective.
- Set 10** Party looks at his watch a lot.
- Set 11** I don't have all of my paperwork to address this issue.
- Set 12** Party starts crying.
- Set 13** I have a headache.
- Set 14** Party starts whispering to his representative or some other person while the other party is presenting his contribution.

Power Based: Persuasion Strategizing

- Set 15** You said you can adjust the assessment by 20%. I know you can do 40%.
- Set 16** You aren't interested in resolving this issue. If you were you would accept my offer.
- Set 17** This is my offer. Take it or leave it.
- Set 18** This is my final offer.
- Set 19** You can't get blood out of a turnip.
- Set 20** Since you won't consider my request for ___, I won't accept your proposal for ...
- Set 21** It has to be your way, doesn't it?
- Set 22** You need to make the first move.
- Set 23** You need to be willing to at least meet me half way.
- Set 24** Why should I believe you will honor this agreement?
- Set 25** Well this is the end of this discussion I am out of here.



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Mediator Intervention Flash Cards Volume 1 Index of Party Statements (Continued)

Power Based – Persuasion Strategizing

Set 26 It is because of past practice that I believe it should be done this way.

Set 27 When asked a question the party remains silent.

Set 28 Then I just won't say/do anything?

Set 29 We'll see.

Set 30 You are playing games.

Set 31 You are splitting hairs.

Set 32 Get over it!

Set 33 There is no reason why you can't...

Set 34 You want something for nothing.

Set 35 It is either right or it is wrong.

Set 36 What you want is impossible.

Set 37 The only thing that will settle this for me is...

Set 38 If I do it for you I have to do it for everybody.

Set 39 You have done it for others.

Set 40 Promises, promises.

Set 41 And that's a promise!

Set 42 I guarantee that...

Set 43 I am going to contact the media.

Set 44 That is not in accord with the contract

Set 45 Let's just go to court!

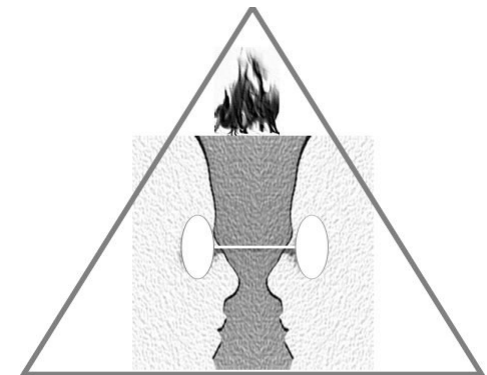
Set 46 I will just contact my attorney.

Set 47 I have made a decision.

Set 48 You have an answer for everything, don't you?

Set 49 Because I said so.

Set 50 You don't have a valid complaint.



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