

Mediator Styles:

Are You Facilitative, Elicitive, Evaluative, Directive,
or Some or All of the Above?

2010 EXCEL Conference
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Mediator Styles

Roleplay exercise:
"Ricky & Rhonda"

Get into groups of 3.

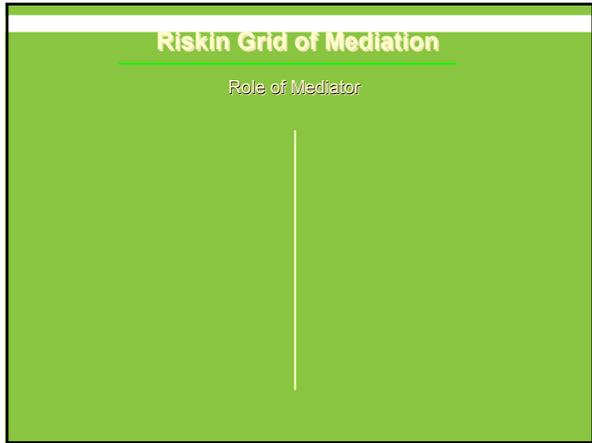
Ricky and Rhonda were engaged to be married. Ricky bought Rhonda a lovely engagement ring, which cost Ricky \$2,000.



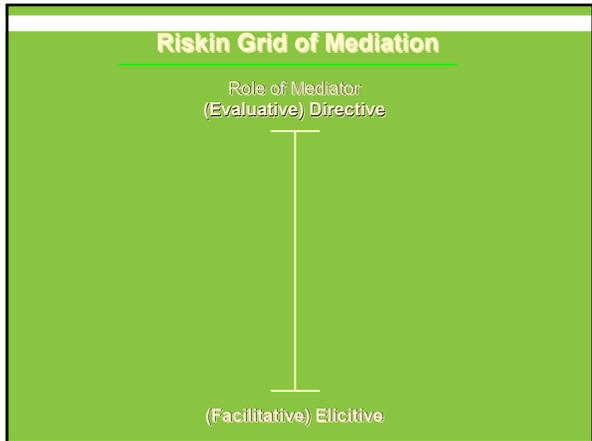
Now the engagement is off. Rhonda suspected last month that Ricky was sneaking around with Rhonda's best friend, Jasmine, so Rhonda began seeing Jasmine's old boyfriend, Jason. After a heated exchange during which each denied cheating on the other, Rhonda and Ricky ended their relationship.

Rhonda still has the engagement ring, and wants to keep it. She likes it. It was a gift.

Ricky wants the ring back. He paid for it. Rhonda's not entitled to it if she's not going to marry him. He might want to give it to someone else.











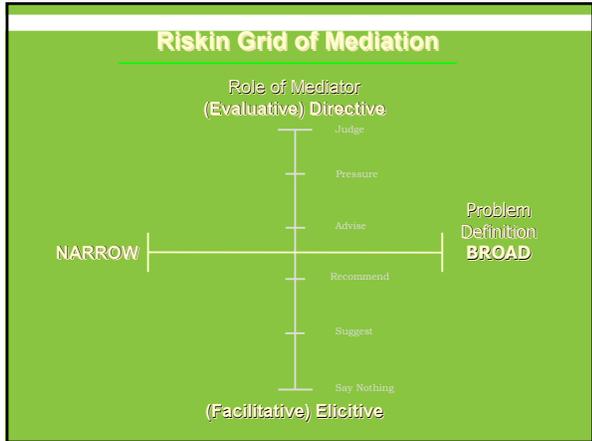


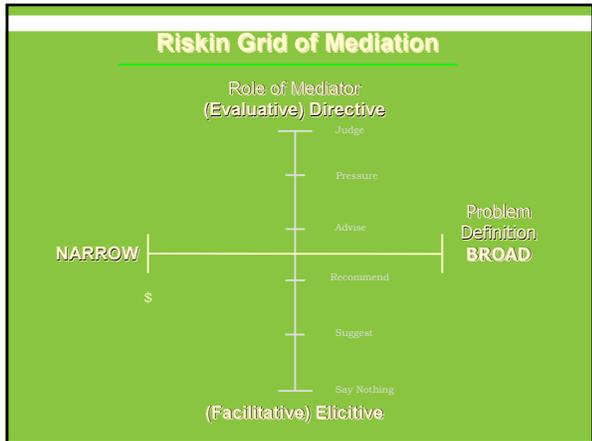


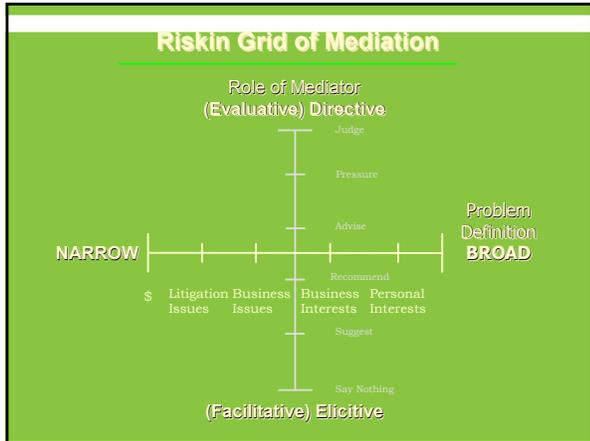


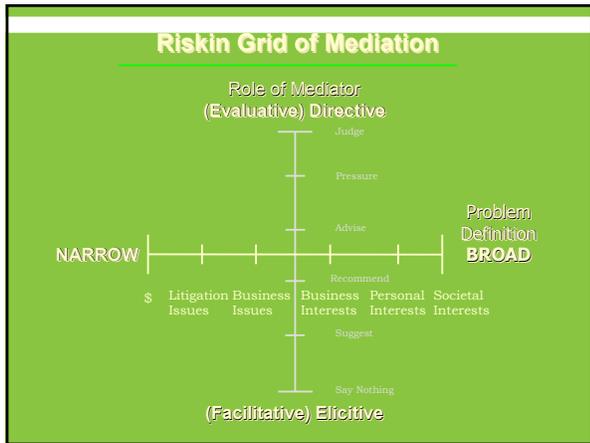


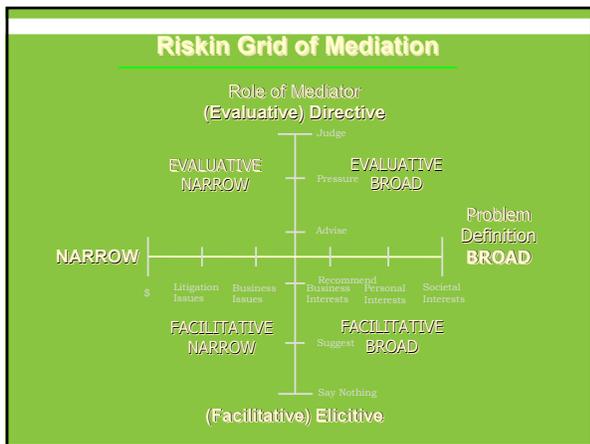


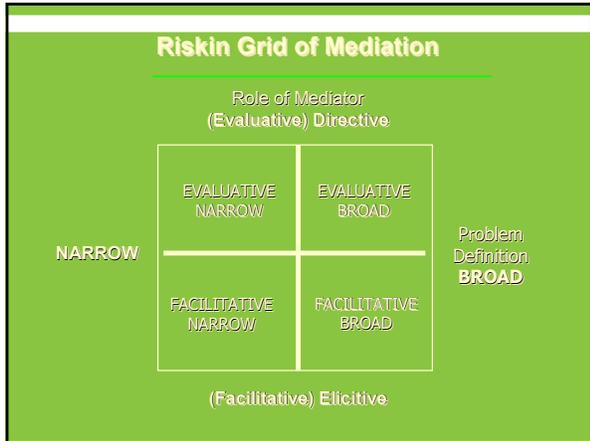


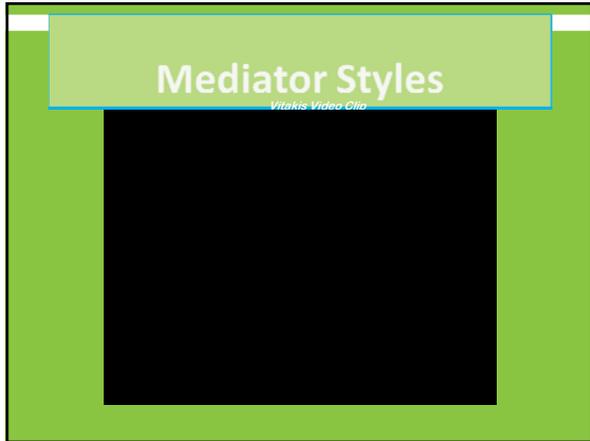












Mediator Styles

What kinds of cases are best served by an Evaluative/Narrow mediator?

Mediator Styles

What kinds of cases are best served by an Facilitative/Broad mediator?

Mediator Styles

Now that you know more about various mediator styles, what will you do differently?
