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Impasse●ology™ Inner Circle Archive Post #1

What's Your Dispute Resolution *Mantra*?

Problem: During contentious settlement negotiations, there's a tendency to lose sight of the ultimate goal. So both sides end up attacking each other instead of attacking the primary issues and their potential solutions. In other words, everybody has chosen to play an "If We're Gonna Win-You Gotta Lose" game where nobody wins.

Solution: First, you should take a moment and step outside the fight to see the winner-take-all game that's really being played. Next, you want to repeat the following mantra as many times as it takes until you reclaim your good senses: "Don't Hate The Players. Hate The Game." Then figure out how to change to game to a collaborative "Win-Win."

What's A Mantra? A mantra is a guiding principle that inspires us to our best performance. "Don't Hate The Players. Hate The Game" is my personal mantra. It's a simple, powerful reminder for me to focus playing the *right* game, despite the distracting misbehaviors of the players.

What's Your Personal Mantra? If you don't have one, the do yourself a favor and get one . . .right away.

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