



BOOK REVIEW:

***The Power of a Positive No: How to Say No and Still Get to Yes* (Bantam Books 2007), by William Ury, reviewed by Joe Epstein (joe@crs-adr.com)**

Author William Ury aptly describes *The Power of a Positive No* as the final book in the trilogy that began with *Getting to Yes* and *Getting Past No*. The focus in *Getting to Yes* is helping both sides reach agreement, and *Getting Past No* emphasizes overcoming objections and resistance, while the focus of this latest book is on learning how to assert and defend your interests.

This book "is about the crucial art of delivering a Positive No in every area of life" (p. 2). Ury explains that a Positive No is actually a "Yes! No. Yes?," which he visualizes as a tree, with a deep ball of roots (underlying interests – Yes), a tree trunk (expression of interests – No), and the towering branches, foliage and fruit (reflecting a broader Yes).

Clever insights delivered with stories and a straightforward, highly readable manner make this a broadly useful book for those involved in conflict. Ury's lessons about core values, careful preparation,

MWB WORLD MEDIATION NEWS

Africa

Sudan: Pan African Parliament Calls International Community's "Megaphone Diplomacy" in Darfur Ineffective, [The Star](#) (May 11, 2007)

Sudan: Saudi Arabia's Efforts at Mediation in Darfur Welcomed by Sudan, Questioned by Libya, [GulfNews.com](#) (May 11, 2007)

Angola: Angola Gathers Information from Participants at International Conflict Resolution Seminar to Aid in Drafting Country's Conciliation and Mediation Law, [AllAfrica Global Media](#) (May 28, 2007)

Namibia: Namibia Sets Up Land Mediation Forum to Partner with Government to Provide Transparency in Comprehensive Land Reform, [Namibian](#) (May 2, 2007) (Subscription Required)

Zimbabwe: South African President Thabo Mbeki Puts Together Team and Meets with Zimbabwean President to Kick-Start Multi-Party Mediation Efforts, [BBC International Reports](#) (May 18, 2007) (Subscription Required)

Zimbabwe: Civic Activists in Zimbabwe Demand Voice in Mbeki Mediation Process, [Voice of America News](#) (May 29, 2007)

Zimbabwe: In Major Breakthrough, South African President Thabo Mbeki Brings Zimbabwe's Ruling Zanu PF and Opposition MDC to Table; Parties Set Agenda, [Zimbabwe Independent](#) (June 22, 2007)

Zimbabwe: Envoys for Mediation Fail to Show Up for Negotiations, Interpreted as Snub by Zimbabwe's President of South African President Mbeki's Efforts, [IOL.com](#) (July 10, 2007)

Sierra-Leone: Mediation Skills Training is Part of UN-Assisted Efforts at Ensuring Dialogue Among Political Parties Before and After National Elections, [ReliefWeb](#) (May

calmness under fire, listening to emotions, embodying self-respect, reflecting respect, delivering a Positive No, and seeking to persuade acceptance of a mutual Yes while being ready to implement Plan B are all important points whether there is an ongoing relationship or merely a one-time dispute. This book, like the others in Ury's trilogy, belongs on your bookshelf – after you have heavily marked it up.

BOOK NOTES:

Getting In: Mediators' Entry into the Settlement of African Conflicts, by Mohammed O. Maundi, I. William Zartman, Gilbert M. Khadiagala, and Kwaku Nuamah.

Using Case Studies and Personal Contacts Offers Overview and Analysis of Mediation Efforts in Resolving African Conflicts, AllAfrica.com (June 26, 2007)

Settle For More - The Why, How and When of Mediation, by Sriram Panchu

While Mediation and Conciliation are Longstanding Practices in Indian Culture, the Country is Moving Toward Institutionalizing ADR Practices and Redressing Judicial Backlogs, [The Hindu](http://TheHindu.com) (July 10, 2007)

Statecraft: And How to Restore America's Standing in the World, by Dennis Ross

Dennis Ross's Latest Book Suggests Ingredients for Success in State Negotiation

14, 2007)

Ghana: Trainers Urge African Mediation to Match World Trends

Speakers at a mediation training program in central Ghana stressed the need for more use of mediation in Africa, since the court system is unable to eliminate strife and imposes decisions which often leave communities divided and inwardly agitated. Addressing participants from Ghana and Sierra Leone, the trainers emphasized the need for skilled mediators to address local conflicts, the importance of cultural issues and the need to catch up with developed nations that have moved ahead with mediation.

[Ghanaian Chronicle](http://GhanaianChronicle.com) (June 28, 2007)

Oceania

Australia: Australian Court Orders Christian and Muslim Groups to Mediate in First Suit Under Country's Racial and Religious Tolerance Act, [Australian Associated Press](http://AustralianAssociatedPress.com) (June 1, 2007) (Subscription Required)

South Asia

India: Multi-faith Delegation of Mediators to Address Religious Dispute Between Sikh Sects and the Dera Sacha Sauda in India, newKarala.com (May 20, 2007)

India: Bangalore Celebrates First Mediation Center

The Indian state of Bangalore is inaugurating its first mediation center in a ceremony to be attended by the Chief Justice of India, Supreme Court judges, and other dignitaries, in what is being called one of the most significant developments in the judicial history of the state. The mediation center is one of a handful in India. The center currently handles civil cases with 57 trained mediators and a success rate of nearly 50%. The High Court plans to train additional mediators from surrounding districts and expand to include minor criminal matters.

[Hindu \(India\)](http://Hindu.com) (June 21, 2007) (Subscription Required)

Pakistan: Italian Foreign Minister Urges Pakistan and Afghanistan in Regional Cooperation to Fight Common Enemy – Terrorists, Alalam.ir (May 22, 2007)

Sri Lanka: UK Gains Support in Sri Lanka to Broker Peace in Escalating Conflict, Replacing Norwegian Team, [Hindustan Times](http://HindustanTimes.com) (May 16, 2007)

East Timor: Local Priest Steps in to Mediate Release of Prisoner and Avert Violent Response by Community, [The Canberra Times](http://TheCanberraTimes.com) (July 7, 2007)

Middle East

Regional: Middle East Roundtable: What Outside Mediators Can and Cannot Do, [World News Connection](http://WorldNewsConnection.com) (May

and Diplomacy; Analyzes Decline of Effective Statecraft in United States Foreign Policy, [Foreign Affairs](#) (July 1, 2007) (Subscription Required)

WORTH NOTING:

UNESCO Program to Focus on Post-Conflict Mediation of Intercommunity Struggles

The United Nations Educational, Scientific and Cultural Organization (UNESCO) has launched a project to help global communities in anticipating and preventing conflict that is often based on cultural differences and lack of awareness. The program, called "Towards a Plural Identity in Areas of Intercommunity Tensions," will provide training workshops, including distribution of written and audio visual materials, to assist local youth in gaining the knowledge and skills necessary to promote awareness and dialogue for peace among multi-cultural communities. The hope is that many of these young people will go on to become cultural mediators, further assisting communities in easing tensions and encouraging tolerance. Recent efforts focus on global urban centers, considered vast cultural exchanges which are rife with inter-cultural conflict and exclusion, where UNESCO has developed best practices in urban peace to assist local officials in developing policies designed to promote social integration and understanding among resident communities.

[UNESCO Culture Sector](#)

31, 2007) (Subscription Required)

Israel/Palestine: *Tony Blair Appointed Newest Envoy to Pursue Arab-Israeli Peace, But Mediation May be Least of His Challenges*, [CBS News](#) (July 4, 2007)

Palestine: *Egypt and Saudi Arabia Prepared to Resume Negotiations Toward Inter-Palestinian Peace*, [IC Publications](#) (June 27, 2007)

Lebanon: *Arab League Helps Bring Parties Together in Lebanon Crisis; Sessions Gain Some Success*, [BBC International Reports](#) (July 1, 2007) (Subscription Required)

Qatar: *Qatari Mediation Brings Some Resolution in Yemeni Conflict, But Still Tentative*, [Yemen Times](#) (June 27, 2007)

Eastern Europe

Russia: *Russia Actively Mediating in Regional Conflict Within Multi-European Framework*, [Interfax](#) (May 22, 2007)

Georgia: *Georgia Calls On UN to Resume Geneva Peace Process Talks in Abkhaz Conflict*, [civil.ge](#) (June 1, 2007)

Southern Europe

Greece: *Mediator Continues Work with Greece and Macedonia to Resolve Dispute Over Greece's Objections to Macedonia's Name*, [mrt.com](#) (May 28, 2007)

South America

Argentina: *Argentinean Non-Governmental Organization Asks Mercosur to Mediate in Decision by Government to Close Radio Station*, [el universal.com](#) (May 28, 2007)

Central America

Belize: *Program Trains Mediators to Contribute to Peace* Graduates of a two-year mediation certification program in Belize were addressed recently by the country's Chief Justice, who spoke of a trained corps of mediators to contribute to much needed social peace and offer an alternative to the courts. The two-year training was conducted by the Director of the Dispute Resolution Foundation in Jamaica and a former Dean of the Law Faculty of the University of the West Indies. The 19 graduates included representative from the Belize family court, police department, and other government services. National mediation legislation is currently being drafted. . [Channel5Belize](#) (May 15, 2007)

Feedback and news for potential inclusion in future newsletters may be sent to editor Brenda Hansen at hansenbe@comcast.net

North America

Canada: *Mediation Seen as Unique Means to Resolve Systemic Issues Raised by Women Prisoners in Manitoba; Manitoba Human Rights and Elizabeth Fry Society Participate*, [Winnipeg Free Press](#) (July 8, 2007) (Subscription Required)

United States: *Jewish Group in Boston Urges Mediation in Defamation Suit Between Islamic Group and Pro-Israel Organization; Dispute Reflects Broader Issues Concerning Palestinian-Israeli Relations*, [JewishTimes.com](#) (May 10, 2007)

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