

# WBGR ADR INSTITUTE

ALTERNATIVE DISPUTE RESOLUTION · ESTABLISHED 2026

Facilitative Mediation Training

UNIT 4 · MODULE 1 RECORDING GUIDE

## Crisis Sensitivity and High-Pressure Negotiation

Slide-by-slide speaking points for recording this single module lecture video.

### PROGRAM

#### Sports & Entertainment Mediation Specialty

Instructor video lecture production guide · speaking points & recording script

**UNIT 4: SETTLEMENT, CRISIS, AND PROFESSIONAL PRACTICE — RECORDING CONTEXT****Crisis Sensitivity and High-Pressure Negotiation**

This module belongs to Unit 4: Settlement, Crisis, and Professional Practice. Crisis-sensitive high-pressure negotiation, settlement design that repairs relationships, and demonstrating professional readiness through role play.

**Before you record**

- Record the Unit 4 welcome video and the other modules in this unit in the same session so the unit presents as one continuous lecture series.
- Follow the five-slide rhythm below; record the lecture video beside slide five after delivering the talking points.

**UNIT 4 · MODULE 1****Crisis Sensitivity and High-Pressure Negotiation**

Keep self-determination during high-pressure, public moments.

**Slide 1 · Training Focus**

Frame the module on camera and tell students what they will be able to do. Focus: Keep self-determination during high-pressure, public moments.

- Keep a calm, neutral process under crisis pressure.
- Protect self-determination when timing is urgent and public.

**Slide 2 · Core Talking Points**

- High-pressure timing and publicity shape the negotiation.
- The mediator protects self-determination under crisis pressure.
- The process stays neutral even when the stakes are public.

**Slide 3 · Mediator Language To Model**

Demonstrate neutral, facilitative phrasing students can reuse:

- » “Let us slow this down enough to make a sound decision.”
- » “Even with the deadline, the choice here stays with you.”
- » “I will keep this process steady no matter the outside noise.”

**Slide 4 · Role-Play Practice**

Role-play a time-pressured, public crisis; debrief how neutrality and self-determination held.

**Slide 5 » Student Checkpoint & Lecture Video**

- Check for understanding: Can students protect self-determination under crisis and time pressure?
- Record the module lecture video here, walking through the talking points beside slide five.
- Remind students the module quiz unlocks after they mark this lecture video reviewed.