

Contentious Tactics

ight contentious tactic where ake itself more attractive to arty can then use Other to get ne emphasis here is on the	 (A) Ingratiation can influence Other, by getting them to do what Party wants, possibly without Other realizing what is going on. (B) Ingratiation also works well when Party has more power than Other. 	(A) (B)	This process may go badly if Other becomes aware of what is really going o and feels insulted and exploited by Party. Ingratiation is less likely to work if Other has more power than Party. This tactic may even backfire, making things worse. (No one likes a suck up.)	
ake itself more attractive to arty can then use Other to get	possibly without Other realizing what is going on.		and feels insulted and exploited by Party. Ingratiation is less likely to work if Other has more power than Party. This	
charm and guile.	possibly without Other realizing what is going on.		and feels insulted and exploited by Party.) Ingratiation is less likely to work if Other has more power than Party. Th	
s tactic include giving ping favors, conforming with al/cultural group, and positive in to Other.				
oir al/	ng favors, conforming with /cultural group, and positive	ng favors, conforming with ⁄cultural group, and positive	ng favors, conforming with ⁄cultural group, and positive	

2. Promises [and Recommendations]:

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Tacti	ic	What is it?	Advantages	Disadvantages				
Medi	Medium Tactics							
1.	Persuasi	ve Argumentation:						
2.	Shaming	:						
3.	Nonviole	nt Resistance:						
4.	Tit-For-T	at:						

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Tacti	c What is it?	Advantages	Disadvantages				
Heavy Tactics							
1.	Threats [and Warnings]:						
2.	Coercive Commitments:						
۷.	Guercive Guillilluments:						
3.	Violence:						

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