MEDIATION BY USING METHODS OF DATA ANALYSIS

Purpose

The purpose of this analysis (hypothetical data) is to highlight the usefulness of grouping the 25 mediation proposals contained in the DAM software into those that compose the negative, neutral and positive responses to the proposed mediation process questions.

The result of this grouping facilitates the mediator to place the individual assessment of the moment in the overall evaluation which will determine the margins of finding a desired settlement.

Statistical method of Semiometry

Semiometry[5] is a statistical method of analysis that attempts to decode the intangible content of proposition words used by individuals or groups of individuals.

It is a qualitative methodology that aims to measure the desires and needs of individuals by analyzing the system of implicit values underlying the words they use.

Semiometry as a mediation tool can be a compass for building a successful negotiation, taking into account the emerging emotion of different layers of people in society which use the same social dictionary.

Often, media planning is based on social and demographic data. So, when they aim for example in preferences between the ages of 19 and 35, they mainly fail because people do not buy a product because they have that age but because their life orientation their behavior which depends on the background for what is personally important to them.

The semiometric questionnaire

The semiometric questionnaire is not intended to obtain opinions from questions that are presented in the form of proposals but to give values in words depending on the pleasant or unpleasant feeling of their invocation in order to emerged the basic structure of the society as a whole.

Why is Semiometry used in a Mediation Data Analysis?

As you know, the impressions that apply to two different people, for example, between "Bad Sentiment"," Moderate Sentiment" and "Good Sentiment," are most likely to be completely different. In particular, the feeling of two adversaries for the same question can not in any way be the same as regards the distinction between "Bad", "Moderate" and "Good" emotional loading of each question, because it is formed by different factors for each individual . Such a factor is of course the different degree of effect of the question, how it perceives the law of its case.

Consequently, the subjectivity of scoring a question from an individual is inevitable, so the **proximity - similarity** of two people who answer the same question with the same value is desired and not **a priori** given [4].

This question is asked to investigate by the mediator, using the DAM software with the analyzes it offers.

The form of the questionnaire is as follows: Each sentence corresponds to a word that represents the conceptual content of the proposal. Each word corresponds to a scale of seven graduations rated from -3 to +3, where the sign (-) refers to an unpleasant sensation caused by the word, while the sign (+) refers to a delightful feeling.

Then for data processing, this scale. is replaced by an equivalent scale scaled from 1 to 7, where -3 of the original corresponds apparently to the value 1 of the new scale, and +3 to 7. Matching PROPOSITION-WRITER-DEGREE is necessary, because it is not possible for classical mathematical functions to process logical propositions as

Each word used corresponds to a specific proposal the mediator knows EXCLUSIVELY. After receiving the answers of both respondents, he analyzes the content of the questionnaire created.

Following the analysis of the proposals and the results produced, the mediator composes the psychography of the two adversaries, which will be a compass on how to handle the mediation process at the planned meeting of the two parties in order to reach a convergence of views, in advance, the strengths and weaknesses of the case being handled.

Note: In any other mediation case, the mediator can use his own questions (in a number exactly 25), with the corresponding words that emerge from each proposal's sentiment so that 3-D software is useful for every mediation case.

We group the keywords into four (4) categories, which we name during the evaluation process. Each category includes a different number of words, in our example: A class includes 8 words, B 5, C 7 and D 5 words.

In our example, the four categories were named as follows:

A = Relationship with the other side

B = Mediation procedure

C = Judicial resolution

D = Emotional charge

Indicatively, for a case of financial dispute, the mediator may use the following sentences and the corresponding keywords for each category of the four categories.

The matching of categories- proposition -words – values is presented in the table below

Table 1: The format of the semiometric questionnaire

	PROPOSITION	WORDS	VALUES						
A1	What do you think about the cooperation so far with the other side	Opinion	-3	-2	-1	0	1	2	3
A2	To what degree of difficulty do you face an undesirable development of your dispute with the other side	Difficulty	-3	-2	-1	0	1	2	3
A3	How much do you think the stress to resolve the dispute will affect finding a solution with the other side	Anxiety	-3	-2	-1	0	1	2	3
A4	How important a problem is your discontinued cooperation with the other side	Problem	-3	-2	-1	0	1	2	3
A5	To what extent do the indications you have on the other hand come to settle the dispute in a compromise	Arrangement	-3	-2	-1	0	1	2	3
A6	To what extent do you think the other side might be right?	Doubt	-3	-2	-1	0	1	2	3
A7	Do not forget that the parties do not come to the Mediation as equal parts. How much do you think you are in power over the other side.	Mediation	-3	-2	-1	0	1	2	3
A8	To what extent is there a communication channel with the other side	Communication	-3	-2	-1	0	1	2	3
B1	Trust in the mediation process	Procedure	-3	-2	-1	0	1	2	3
B2	To what extent do you think this difference can be resolved out of court	Resolve	-3	-2	-1	0	1	2	3
B3	You intend to propose a compromise on the other side	Compromise	-3	-2	-1	0	1	2	3
B4	To what extent do you accept that the mediation process is short, resulting in less stress than a legal dispute	Brevity	-3	-2	-1	0	1	2	3
B5	To what extent do you measure the likelihood of success, with the help of the mediator, the difference with your opponent	Success	-3	-2	-1	0	1	2	3
C1	How do you deal with the psychological tension of litigation	Reaction	-3	-2	-1	0	1	2	3
C2	If you end up solving your litigation in court, you think you will be justified	Vindication	-3	-2	-1	0	1	2	3
C3	How do you deal with the financial cost of a long-term court proceeding?	Cost	-3	-2	-1	0	1	2	3
C4	To what extent do you have confidence in the court's judgment	Confidence	-3	-2	-1	0	1	2	3
C5	It is known that people tend to be demure. You rank yourself more than 1 (= Not) to 7 (= Very)	accounts	-3	-2	-1	0	1	2	3
C6	How do you handle the litigation with the other party to a trial with an otherwise ongoing process	Recourse	-3	-2	-1	0	1	2	3
C7	From your well-known cases that have been solved in court, to what extent do you believe they have been fully justified?	Affair	-3	-2	-1	0	1	2	3
D1	How important you consider this difference to the other side	Significancy	-3	-2	-1	0	1	2	3
D2	How do you deal with the impact of a long-term process on your family and personal relationships	Repercussion	-3	-2	-1	0	1	2	3
D3	To a greater extent, there is an emotional factor behind your difference with the other side	Sentiment	-3	-2	-1	0	1	2	3
D4	How do you feel that you give yourself the opportunity to talk face to face with the other side	Opportunity	-3	-2	-1	0	1	2	3
D5	To what extent is this dispute due to a reasonable disagreement on the other side?	Protest	-3	-2	-1	0	1	2	3

Presentation of the data

In this example, 580 cases will be used, 290 of which will be part A and 290 part B.

The table of data to be used for the analyzes with the values attributed to the representative words of the 25 questions is presented in Table 2.

Table 2: Part of the original data table

IND	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17	W18	W19	W20	W21	W22	W23	W24	W25
I1	2	0	1	2	1	-1	0	1	0	1	2	1	1	0	-2	0	1	-1	1	0	1	-2	0	2	-1
I2	0	0	-1	1	2	2	-2	1	-1	1	1	0	2	0	-1	-1	1	0	2	0	0	-1	2	-2	0
I3	0	0	-1	0	-1	-2	-1	2	-1	0	-1	0	-1	1	-1	-2	2	0	0	-1	2	1	2	-1	0
I4	3	-1	-1	-1	-1	-2	-1	-1	-2	2	1	-2	-1	-1	-1	-1	0	-2	2	-2	-1	-1	3	-2	-2
I5	0	-1	1	0	-1	-1	0	1	2	2	1	3	1	1	-1	-1	1	-1	2	0	0	0	1	1	0
I6	1	0	-2	1	-1	1	-1	2	0	0	-1	0	-1	1	-1	-2	-1	-1	2	1	2	-1	0	-2	1
I7	2	-1	1	1	2	2	-1	0	1	2	2	-1	3	1	-1	-1	-2	-2	0	-1	0	-1	2	-2	-1
I8	3	-1	-2	2	-1	2	-1	2	-1	0	-1	3	-1	0	-1	-2	1	-2	-1	0	1	0	3	-2	-2
I9	1	-1	0	2	-1	1	-1	2	-1	2	-1	-1	-1	1	-2	0	0	0	0	0	-1	-2	2	-1	-1
I10	1	0	-1	0	0	3	0	-1	-2	1	1	3	-1	0	0	-1	0	-1	2	-2	-1	0	3	-2	-1

The data table to be used for the post-transformation analyzes to be subjected to the initial values attributed to the representative words of the 25 questions is shown in Table 2a.

Table 2a: Part of the transformed data table

IND	W1	W2	W3	W4	W5	W6	W7	W8	W9	W10	W11	W12	W13	W14	W15	W16	W17	W18	W19	W20	W21	W22	W23	W24	W25
I1	6	4	5	6	5	3	4	5	4	5	6	5	5	4	2	4	5	3	5	4	5	2	4	6	3
I2	4	4	3	5	6	6	2	5	3	5	5	4	3	3	5	4	6	4	4	3	6	2	2	4	
I3	4	4	3	4	3	2	1	6	3	4	3	4	3	5	1	2	6	4	4	1	6	5	6	3	4
I4	7	3	3	3	3	2	3	3	2	6	5	2	3	3	3	4	2	6	2	3	3	7	2	2	
I5	4	3	5	4	3	1	4	5	6	6	5	7	5	5	1	3	5	1	6	4	4	4	5	5	4
I6	5	4	2	5	3	5	3	6	4	4	3	4	3	5	3	2	1	3	6	5	6	3	4	2	5
I7	6	3	5	5	6	6	3	4	5	6	6	3	7	5	1	3	2	2	4	3	4	3	6	2	3
I8	7	3	2	6	3	6	1	6	3	4	3	7	3	4	3	2	5	2	1	4	5	4	7	2	2
I9	5	3	4	6	3	5	3	6	3	6	3	3	3	5	2	4	4	4	4	3	2	6	1	1	
I10	5	4	3	4	4	7	4	3	2	5	5	7	3	4	4	3	4	1	6	2	3	4	7	2	1
I11	4	3	4	6	3	5	2	3	2	5	3	1	7	3	4	2	5	2	2	2	5	4	2	2	4

Table 3: Table of coincidences based on the data in Table 2a

ind	--1--	--2--	--3--	--4--	--5--	--6--	--7--
W1	3	5	12	169	127	174	90
W2	10	10	132	220	130	56	22
W3	8	12	167	230	134	23	6
W4	9	11	160	154	146	98	2
W5	3	7	107	118	160	119	66
W6	6	9	6	0	215	131	213
W7	17	116	95	226	126	0	0
W8	3	8	126	161	169	103	10
W9	12	44	152	189	124	48	11
W10	5	5	106	166	157	118	23
W11	3	7	126	173	166	43	62
W12	8	8	86	138	130	81	129
W13	4	5	123	126	168	44	110
W14	1	4	78	171	164	105	57
W15	82	165	172	139	9	7	6
W16	7	73	218	138	104	28	12
W17	7	13	15	202	171	162	10
W18	91	77	207	182	11	8	4
W19	3	3	10	249	109	192	14
W20	3	12	90	206	132	72	65
W21	6	8	100	132	133	124	77
W22	5	112	206	140	104	8	5
W23	5	9	15	159	159	114	119
W24	49	90	144	147	100	45	5
W25	19	51	107	189	108	67	39

Note: The keyword OPINION (W1) of 580 people was rated by 6 out of 174 people

STATISTICAL PROCESSING OF DATA

Based on the data in Table 3, the data in Table 4 are derived

Table 4: Statistical parameters of the values in Table 3

VALUES	--1--	--2--	--3--	--4--	--5--	--6--	--7--	TOTAL
SUM	369	864	2760	4124	3256	1970	1157	14500
AVERAGE	14,76	34,56	110,4	164,96	130,24	78,8	46,28	580
Percent	2,54	5,96	19,03	28,44	22,46	13,59	7,98	100

Note: The value eg 369 is the sum of the frequencies of the score "1" for the total of 25 words. The value of 14.76 was derived from quotient 369/25. The interpretation of each average is as follows: Of the 580 respondents, 14.76 rated the total of the words with 1, 34.56 with 2, and so on while 46.28, ie 7.98%, used grade 7.

Wishing to find out possible differences between the answers of respondents from the Part A and those of Part B, Table 5, which presents the scores of 25 words, as derived from the answers of the A and B respondents (1A, ,7A and B1,…B7), is based on the original table 3

Table 5: Breakdown of responses between respondents from Part One and Part B

Ind	1A	2A	3A	4A	5A	6A	7A	1B	2B	3B	4B	5B	6B	7B
W1	1	3	6	80	67	87	46	2	2	6	89	60	87	44
W2	4	4	71	99	73	26	13	6	6	61	121	57	30	9
W3	3	4	98	115	57	11	2	5	8	69	115	77	12	4
W4	3	6	87	74	70	50	0	6	5	73	80	76	48	2
W5	2	4	57	63	75	50	39	1	3	50	55	85	69	27
W6	2	3	2	0	116	59	108	4	6	4	0	99	72	105
W7	10	64	43	109	64	0	0	7	52	52	117	62	0	0
W8	1	6	61	89	76	53	4	2	2	65	72	93	50	6
W9	4	18	66	96	72	26	8	8	26	86	93	52	22	3
W10	3	1	50	80	80	62	14	2	4	56	86	77	56	9
W11	3	4	63	83	91	22	24	0	3	63	90	75	21	38
W12	5	4	48	63	66	41	63	3	4	38	75	64	40	66
W13	2	2	70	60	83	21	52	2	3	53	66	85	23	58
W14	1	2	41	85	80	46	35	0	2	37	86	84	59	22
W15	34	92	91	63	5	0	5	48	73	81	76	4	7	1
W16	4	34	102	70	64	13	3	3	39	116	68	40	15	9
W17	1	9	8	100	89	82	1	6	4	7	102	82	80	9
W18	39	37	104	101	1	6	2	52	40	103	81	10	2	2
W19	2	1	4	129	56	94	4	1	2	6	120	53	98	10
W20	3	4	43	106	69	31	34	0	8	47	100	63	41	31
W21	3	3	55	64	65	60	40	3	5	45	68	68	64	37
W22	2	60	110	60	53	2	3	3	52	96	80	51	6	2
W23	4	3	6	95	70	59	53	1	6	9	64	89	55	66
W24	23	47	69	84	47	20	0	26	43	75	63	53	25	5
W25	11	26	57	90	56	30	20	8	25	50	99	52	37	19

Based on the data in Table 5, the figures in Table 6 are shown

Table 6: Statistical parameters of the values in Table 4

WORDS	W1	W2	W3	W4	W5	W6	W7	W8	W9	W1	W1	W1	W1	W1	W1	W1	W1	W1	W1	W2	W2	W2	W2	W2	W2
GR1	5,3	4,3	3,9	4,2	4,8	5,9	3,5	4,4	4,1	4,6	4,4	4,9	4,7	4,8	2,8	3,7	4,8	3	5	4,6	4,8	3,4	5,1	3,5	4,1
GR2	5,2	4,2	4	4,3	4,8	5,8	3,6	4,5	3,8	4,5	4,6	5	4,8	4,8	2,8	3,6	4,8	2,9	4,9	4,6	4,8	3,5	5,3	3,6	4,2
Average	5,2	4,2	4	4,2	4,8	5,9	3,6	4,4	4	4,6	4,5	5	4,8	4,8	2,8	3,7	4,8	3	4,9	4,6	4,8	3,5	5,2	3,5	4,2
Standar Deviation	1,2	1,2	1	1,2	1,3	1,2	1,1	1,1	1,2	1,2	1,3	1,5	1,4	1,2	1,2	1,2	1,1	1,2	1	1,3	1,4	1,1	1,3	1,4	1,4

Where GR1 the participants in group A (Part A) and GR2 of group B (Part B).

Validity of responses

The processing of Table 3 with the Factorial Analysis of Correspondences[1] gives the following results:

Table 7: Histogram of characteristic eigenvalues

Total inertia: 0,12470			
Axis	Inertia %Interpretation Sum		|Histogram Eigenvalues
1	0,2583639	59 ,71 59,71	|**
2	0,0808082	18,68 78,39	|************
3	0,0479585	11,08 89,47	|****

The first two axes, ie the factorial level 1x2, interpret 78.39% of the information, which is very satisfactory for extrapolations.

✓ The factorial plan 1x2
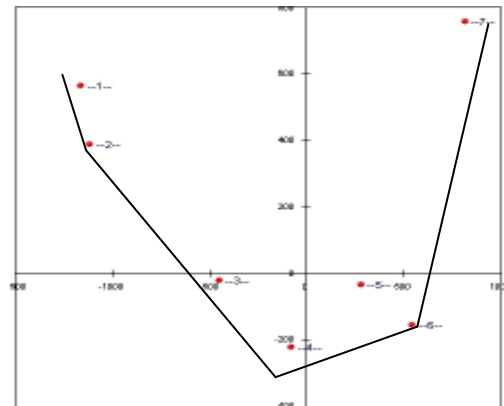
The factorial plan 1x2 shows that the seven scores of the scoring scale that determine the feelings that the specific keywords produce for the respondents, present the Guttmann effect. That is to say the succession of values 1 to 7 on a curved line, certifies the rational behaviour of respondents as to how the keywords are scored.

Table 7 shows that the first three factorial axes interpret 89.47% of the total information derived from Table 3[2]. Consequently the study and conclusions from the study of Table 2 are revealing the intensity of the emotion they cause 25 people asked questions.

We then separate the data in Table 1 into two tables. Table 8 shows the rankings in the 25 questions of the respondents from the Part A, while Table 8a answers the respondents from the Part B.

	Table 8: Part A							Table 8a: Part B					
Ind	W1	W2	W3	....	W23	W24	W25	ind	W1	W2	W3	....	W23	W24	W25
I1	6	4	5	····	4	6	3	I291	5	3	3	····	4	5	5
I2	4	4	3	····	6	2	4	I292	6	4	5	····	7	3	3
I3	4	4	3	····	6	3	4	I293	5	6	5	····	4	1	1
I4	7	3	3	····	7	2	2	I294	4	4	3	····	7	3	4
I5	4	3	5	····	5	5	4	I295	6	4	5	····	7	3	3
.	.	.	.	····	.	.	.	.	.	.	.	····	.	.	.
.	.	.	.	····	.	.	.	.	.	.	.	····	.	.	.
.	.	.	.	····	.	.	.	.	.	.	.	····	.	.	.
I288	6	3	4	····	5	6	6	I578	5	4	4	····	5	4	5
I289	4	4	3	····	6	2	4	I579	2	5	5	····	6	5	4
I290	4	3	1	····	4	4	4	I580	6	5	5	····	6	5	3

By separately analyzing Tables 8 and 8a by the KARAP[3] method, the rankings of the respondents' profiles associated with the 25 words

Table 9: Classification of the 290 respondents of Part A

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
35	11	15	2	6	37	0	6	1	9	6	2	14	14	3	13	16	2	35	36	1	3	21	2	0
I4	I46	I1	I27	I108	I12		I3	I40	I7	I18	I86	I11	I32	I37	I65	I23	I149	I2	I20	I98	I19	I8	I182	
I15	I57	I71	I263	I132	I31		I9	I25	I42	I287	I14	I96	I49	I91	I95	I242	I5	I45		I53	I10	I188		
I21	I85	I72		I140	I43		I61	I39	I56		I16	I135	I173	I112	I97		I6	I62		I277	I36			
I22	I102	I73		I165	I51		I145	I47	I60		I26	I156		I133	I109		I13	I68			I38			
I24	I105	I75		I169	I52		I172	I66	I158		I28	I159		I183	I119		I17	I74			I55			
I30	I106	I81		I282	I63		I212	I100	I170		I29	I166		I197	I138		I34	I83			I94			
I33	I113	I99			I78			I163			I41	I193		I203	I186		I44	I92			I122			
I35	I129	I117			I80			I209			I58	I211		I204	I200		I54	I93			I148			
I48	I157	I147			I84			I247			I67	I227		I216	I207		I59	I104			I174			
I50	I253	I150			I90						I76	I233		I221	I210		I79	I107			I177			
I64	I260	I162			I114						I110	I267		I226	I224		I82	I124			I190			
I69		I195			I116						I126	I281		I245	I244		I101	I131			I196			
I70		I234			I125						I201	I283		I255	I250		I118	I136			I199			
I77		I280			I130						I271	I286			I258		I121	I139			I219			
I87		I284			I143										I285		I128	I141			I236			
I88					I146										I288		I134	I142			I240			
I89					I152												I137	I153			I248			
I103					I206												I144	I155			I251			
I111					I214												I151	I160			I259			
I115					I215												I154	I167			I261			
I120					I218												I164	I175			I266			
I123					I229												I171	I176						
I127					I237												I178	I179						
I161					I238												I180	I191						
I168					I241												I181	I202						
I184					I243												I194	I205						
I185					I262												I198	I208						
I187					I264												I217	I220						
I189					I265												I222	I223						
I192					I270												I231	I225						
I213					I273												I235	I228						
I254					I274												I249	I230						
I269					I275												I256	I232						
I272					I276												I257	I239						
I278					I279												I268	I246						
					I289													I252						
					I290																			

Table 10: Classification of the 290 respondents of Part B

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
3	15	24	9	14	32	0	11	10	15	10	11	5	6	3	8	32	2	28	6	19	4	21	1	1
I310	I302	I296	I346	I324	I306		I291	I309	I301	I313	I303	I323	I363	I299	I297	I305	I300	I298	I356	I293	I367	I292	I328	I307
I327	I304	I326	I352	I368	I317		I337	I390	I357	I389	I316	I343	I504	I429	I314	I311	I452	I315	I368	I322	I410	I294		
I384	I320	I333	I432	I381	I330		I424	I425	I408	I396	I334	I364	I535	I430	I335	I318		I329	I395	I325	I442	I295		
	I321	I344	I438	I385	I332		I427	I433	I453	I403	I342	I383	I540		I340	I319		I341	I422	I331	I470	I308		
	I387	I386	I447	I416	I339		I441	I454	I463	I482	I475	I431	I544		I499	I349		I351	I497	I345		I312		
	I398	I411	I500	I417	I348		I487	I473	I507	I488	I480		I572		I556	I362		I353	I521	I347		I336		
	I400	I423	I511	I435	I350		I509	I474	I531	I503	I489				I560	I365		I358		I360		I338		
	I413	I440	I543	I467	I354		I542	I536	I539	I515	I492				I565	I377		I375		I361		I355		
	I418	I458	I557	I502	I359		I548	I561	I546	I529	I493					I378		I392		I388		I371		
	I420	I466		I523	I369		I550	I571	I562	I532	I506					I391		I402		I397		I379		
	I446	I498		I524	I370		I580		I564		I547					I399		I405		I409		I382		
	I508	I501		I537	I372				I568							I401		I426		I412		I394		
	I512	I513		I567	I373				I575							I406		I439		I415		I414		
	I514	I517		I573	I374				I577							I407		I444		I434		I443		
	I569	I520			I376				I579							I419		I455		I437		I445		
		I526			I380											I421		I462		I461		I456		
		I530			I393											I436		I471		I485		I457		
		I534			I404											I448		I481		I495		I468		
		I538			I428											I449		I490		I525		I479		
		I541			I464											I450		I510				I494		
		I549			I469											I451		I522				I533		
		I552			I476											I459		I527						
		I555			I477											I460		I545						
		I563			I484											I465		I551						
					I486											I472		I566						
					I491											I478		I570						
					I496											I483		I574						
					I505											I518		I578						
					I516											I519								
					I528											I554								
					I553											I558								
					I559											I576								

The combination of the elements of the two tables 9 and 10 is shown in Table 11.

Table 11: Distribution of the profiles of Part A and Part B closest to the profile of each of the 25 sentence words

WORD	TOTAL	%	Part A		Part B	%
W1	38	6,55	35	12,07	3	1,03
W2	26	4,48	11	3,79	15	5,17
W3	39	6,72	15	5,17	24	8,28
W4	11	1,90	2	0,69	9	3,10
W5	20	3,45	6	2,07	14	4,83
W6	69	11,90	37	12,76	32	11,03
W7	0	0,00	0	0,00	0	0,00
W8	17	2,93	6	2,07	11	3,79
W9	11	1,90	1	0,34	10	3,45
W10	24	4,14	9	3,10	15	5,17
W11	16	2,76	6	2,07	10	3,45
W12	13	2,24	2	0,69	11	3,79
W13	19	3,28	14	4,83	5	1,72
W14	20	3,45	14	4,83	6	2,07
W15	6	1,03	3	1,03	3	1,03
W16	21	3,62	13	4,48	8	2,76
W17	48	8,28	16	5,52	32	11,03
W18	4	0,69	2	0,69	2	0,69
W19	63	10,86	35	12,07	28	9,66
W20	42	7,24	36	12,41	6	2,07
W21	20	3,45	1	0,34	19	6,55
W22	7	1,21	3	1,03	4	1,38
W23	42	7,24	21	7,24	21	7,24
W24	3	0,52	2	0,69	1	0,34
W25	1	0,17	0	0,00	1	0,34
TOTAL	580	100	290	100	290	100

Applying the VACOR[7] sorting method to the data in Table 3 results in the grouping of the queries from which the 25-word sentence tree is derived. Then the classes with the specific characteristics of each will be identified, which will be the mapping of the participants in it. Then, using Table 11, the applicants and the respondents of each subgroup will be identified to provide a more general assessment that will determine the margins of finding the desired settlement based on the individual assessment of each new mediation.

Of course, the interpretation of groupings in this example can not be done with hypothetical data, just the process presented shows how subgroups are being created, what word suggestions and how many respondents participate in them.

Then grouped proposals will be the STANDARD EVALUATION MODULES. which will compile the individual assessment database for each future mediation.

At this point, it should be noted that the database needs to be renewed, increasing in number, until finally at least 2000 cases are reached, so that the deviations from the real image of a mediator can statistically have a 95% chance of being consistent with the results of the proposed procedure.

The tree of the classification[6]

The 25 word class K49 (diagram 1) is initially split into two classes, K48, and K46, while class K48 is split into two others by K6 and K47. These three classes are the initial breakdown of the psychology of 580 respondents.
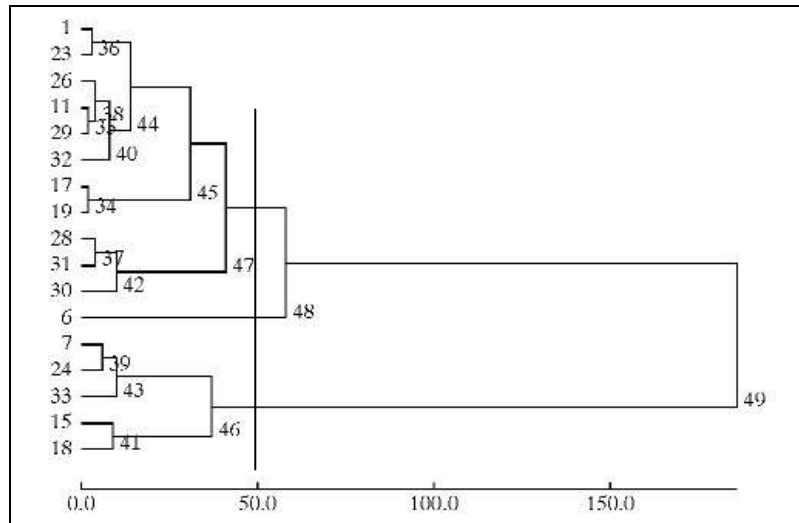
These three classes will then be analyzed separately.

Diagram1: Decomposition of K49 into three classes: K47,K6, K46

Here is the split to five sub-groups created from the breakdown of K47 into three classes K42, K44 and K34 (considering the five classes of a possible solution to mediation), include the following sentences:

Table 12: Classification of 25 word-sentences in the 5 classes

Κόμβος	6	34	42	44	46
A(I)		17	37	36	43
B(I)		19	30	40	41
Crowd	1	2	7	9	6
	W6	W17	W2	W1	W7
		W19	W3	W23	W24
			W9	W5	W16
			W25	W21	W22
			W4	W11	W15
			W8	W14	W18
			W10	W20	
				W12	
				W13	

9

1. Class K6 consists of the Opinion (W6) and includes 69 respondents (37 from Part A and 32 from Part B respondents). The distribution of the value of this word by the 580 respondents is as follows:

Value	1	2	3	4	5	6	7	
Frequency	6	9	6	7	215	131	212	580
Percent	1.0	1.6	1.0	1.2	37.1	22.6	36.6	100

We observe that 96.3% of the values of this subgroup are made up of the high grades of 5,6,7 with a stronger value of 7. Thus the 69 respondents are characterized by this rating. It can therefore be argued that in the future if a respondent is ranked in this subgroup, the likelihood of mediation will be **HIGH**.

2. Class K34 consists of the two words (W17 and W19) and comprises 111 respondents (51 from Part A and 60 from Part B). The distribution of the values of the words is as follows:

Value	1	2	3	4	5	6	7	
Frequency	10	16	25	451	280	354	24	1160
Percent	0.9	1.4	2.2	38.9	24.1	30.5	2.0	100

We observe that 93.5% of the values of this subgroup are made up of values 4,5,6 with a stronger value of 4. Thus the 111 respondents are characterized by this score. It can therefore be argued that in the future if a respondent is ranked in this subgroup, the likelihood of mediation being solved will be **GOOD**

3. Class K44 consists of the 9 words (W1, W5, W11, W12, W13, W14, W20, W21, W14, W20, W21 and W23) and includes 230 respondents (135 from Part A and 95 from Part B) The distribution of the values of the words is as follows:

Value	1	2	3	4	5	6	7	
Frequency	36	65	737	1392	1339	876	775	5220
Percent	0.7	1.2	14.1	26.7	25.7	16.8	14.8	100

We observe that 98.1% of the values of this subgroup consist of values 3,4,5,6,7 with a higher degree of 4. The 230 respondents are therefore characterized by this score. It can therefore be argued that in the future if a respondent is ranked in this subgroup, the likelihood of mediation will be **MEDIUM**. The differentiation of this class from K34 is due to the participation of values 3 and 7.

4. Class K42 consists of the 7 words (W2, W3, W4, W8, W9, W10 and W25) and includes 129 respondents (44 from Part A and 89 from Part B). The distribution of the values of the words is as follows:

Value	1	2	3	4	5	6	7	
Frequency	66	141	950	1309	968	513	113	4060
Percent	1.7	3.5	23.4	32.2	23.8	12.6	2.8	100

We observe that 92% of the values of this subgroup consist of grades 3,4,5,6 with a higher degree of 4. Thus the 129 respondents are characterized by this score. It can therefore be argued that in the future if a respondent is classified in this subgroup, the likelihood of mediation being solved will be **SMALL**. The differentiation of this class from class K44 is due to absence of value 7.

5. Finally, class K46 consists of the six words (W7, W15, W16, W18, W22, W24) and includes 41 respondents (23 from Part A and 18 from Part B). The distribution of the values of these words is as follows:

Value	1	2	3	4	5	6	7	
Frequency	251	633	1042	972	454	96	32	3480
Percent	7.3	18.2	29.9	27.9	13.0	2.8	0.9	100

We observe that 89% of the values of this subgroup are made up of values 2, 3, 4, 5 with intense value 3. Therefore, the 41 respondents are characterized by this score. It can therefore be argued that in the future if a respondent is classified in this subgroup, the likelihood of mediation being solved will be **LOW**. The differentiation of this class from class K42 is due to the participation of value 2 and the absence of value 6.

Identify 10 sections with the proposals they include for evaluation with the respective proposals of the parties

By expanding the breakdown of the nodes of the table 12 towards the base of the tree (diagram 1 basically the nodes K42={28,30,31}, K44={32,36,38}) we get the following structure which defines 10 modules of sentences.
So,
The average score of the 10 classes for all 580 respondents is shown in Table 13

Table 13: The average score of the words in the 10 classes for all respondents

Class	6	28	30	31	32	34	36	38	41	43
Crowd	1	2	3	2	2	2	2	5	2	4
	W6	W2	W4	W9	W12	W17	W1	W5	W15	W7
		W3	W8	W25	W13	W19	W23	W21	W18	W24
			W10					W11		W16
								W14 W20		W22
AVERAGE	5,842	4,087	4,408	4,053	4,849	4,830	5,207	4,694	2,873	3,556

The comparison is carried out with the statistical control procedure test of Friedman

Conclusions

1 The data in Table 11 determines the significance of the 25 words of each side, showing how each participant's proposal is addressed.

2. The initial breakdown of data into five classes identifies five different levels of dispute resolution of the two parties involved in mediation.

3. The further breakdown of the classes into 10 modules determines whether the scores of the grouped 25 words of the two parts in 10 units are consistent with the average values of the same 10 base units. The agreement indicates that the behavior of the respondents corresponds to the general perception of a group of people who have followed the negotiation path.

4.The use of data analysis methods with the various analyzes of 25 queries contributes:

i) To show emotions that obstruct the two parties

ii) Managing expectations by identifying the realism of the positions of the two parties

iii) Highlighting the real reasons for the dispute by identifying the points of disagreement between the two parties.

 iv) The stability of the two parties' views

Also

v) It helps the Mediator to record the deal

vi) The results of the program are not practical as they form part of the principles and procedure agreed between the parties in advance and the Mediator.

vii) The answers to the 25 questions are anonymous by building a climate of confidentiality and confidentiality in the mediation process.

   Lastly, the use of the information resulting from analyzes of the **Data Analysis for Mediation** software (www.diamesolabisi.gr) does not identify any acts or omissions that the mediator claims to be malicious by law.

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