

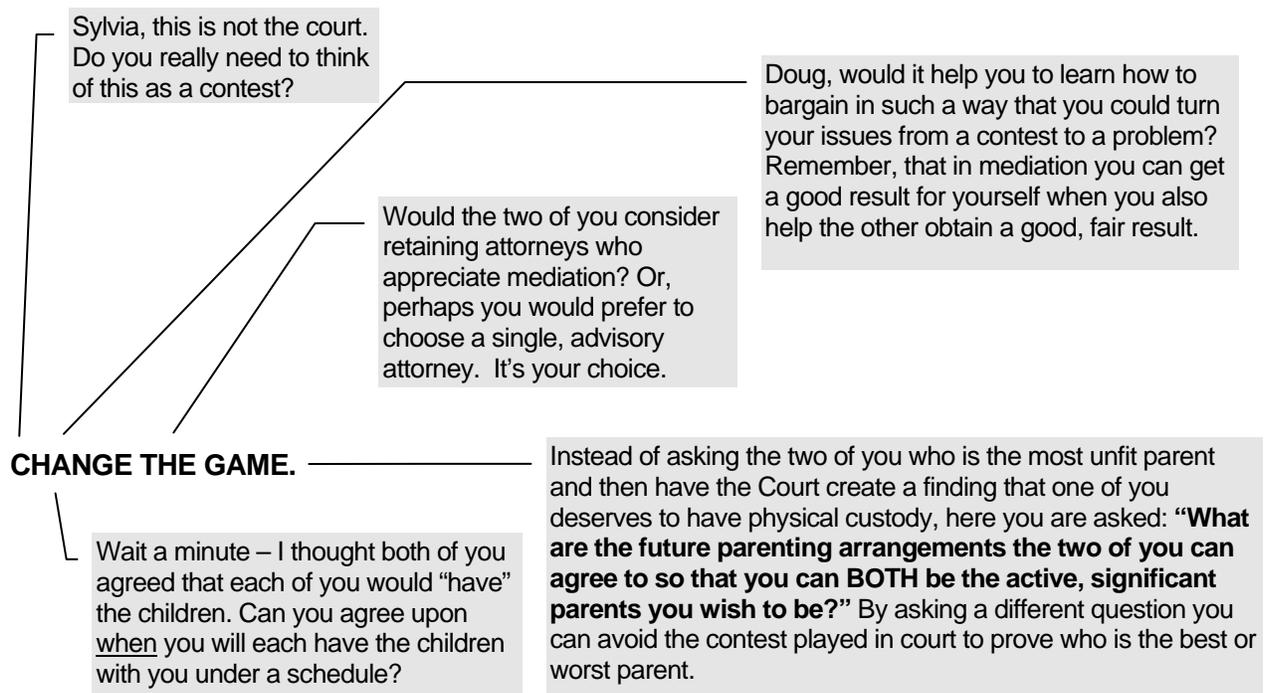
Strategies to Influence Change Using the Cooperative Competitive Outline

“What if the husband says something like...”

Doug says: *“I am just as good a parent as she is. Maybe I should have custody and she can then visit them.”*

Sylvia says: *“I won’t give you another overnight with the children. My lawyer said that if you have too many overnights, you’ll then want to pay me less child support and then soon you’ll have the children half time and I won’t do joint custody.”*

In order to determine which strategy in the cooperative/competitive outline you want to employ, it is first necessary to listen to the content of the statement and determine what competitive activity is being voiced by the statement. In Doug’s statement above, he defines the problem a contest because he assumes he has to prove he is as good or better parent than Sylvia. Likewise, Sylvia turns the problem into a contest or game because she has been told by her attorney that keeping score is very important. (For example, in most states, the person who has the children more than a certain number of days each month is presumed to be the custodial parent (winner) and will then be entitled to child support and all of the other prizes that are attached to the custodial parent label.



Sylvia Says: *“I really don’t think I can trust him. He is such a liar. “*

Doug Says: *“I don’t really want to respond, because every time I say anything to her, she runs to her lawyer and he puts what I say in an affidavit.”*

Either Says: *“How can I be sure what her/his income is. I’ve never been provided that information in the past?”*