

Creativity:

**Why Mediators and Negotiators
Need Fiction**

Travis R. Marker, JD, LLM

The Scrivener's Quill



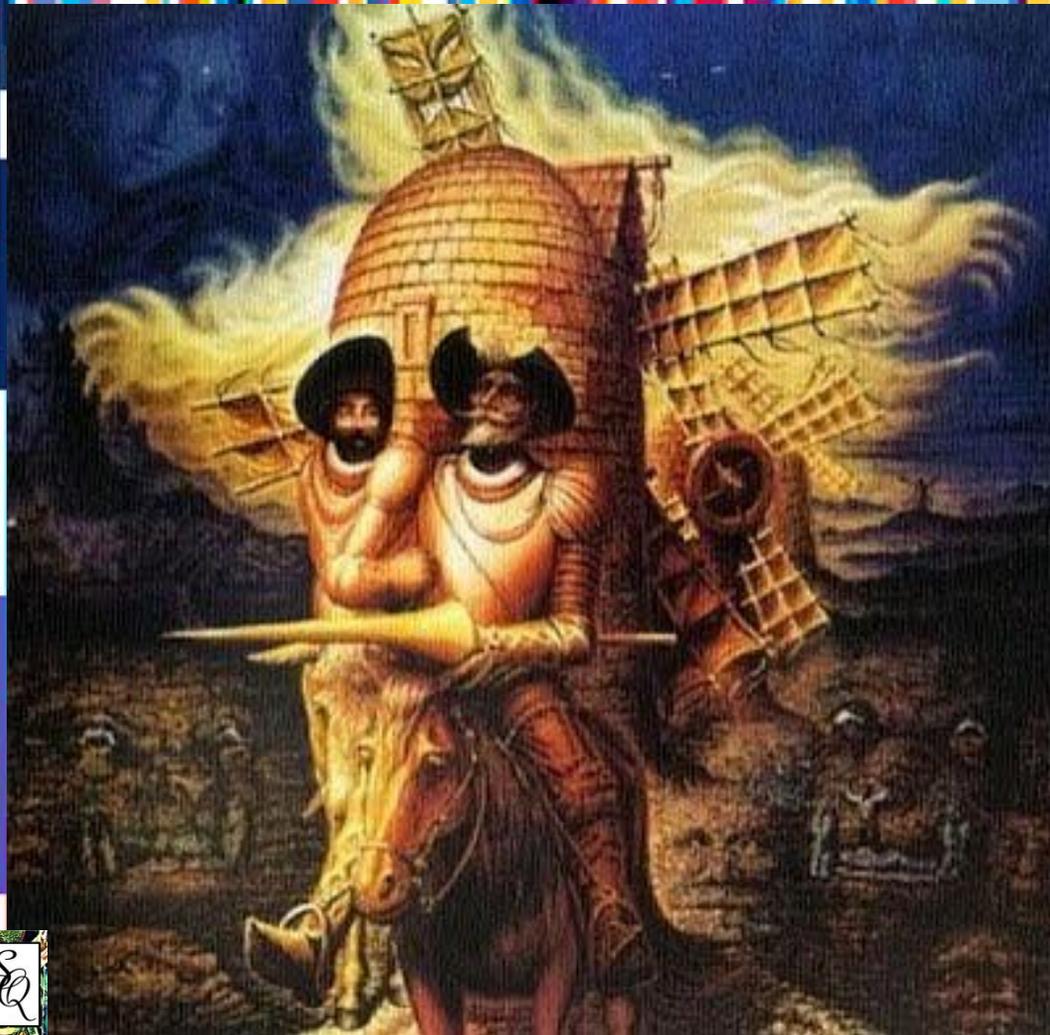
Gabriel García Márquez



Fiction was invented the day Jonah arrived home and told his wife that he was three days late because he had been swallowed by a whale.



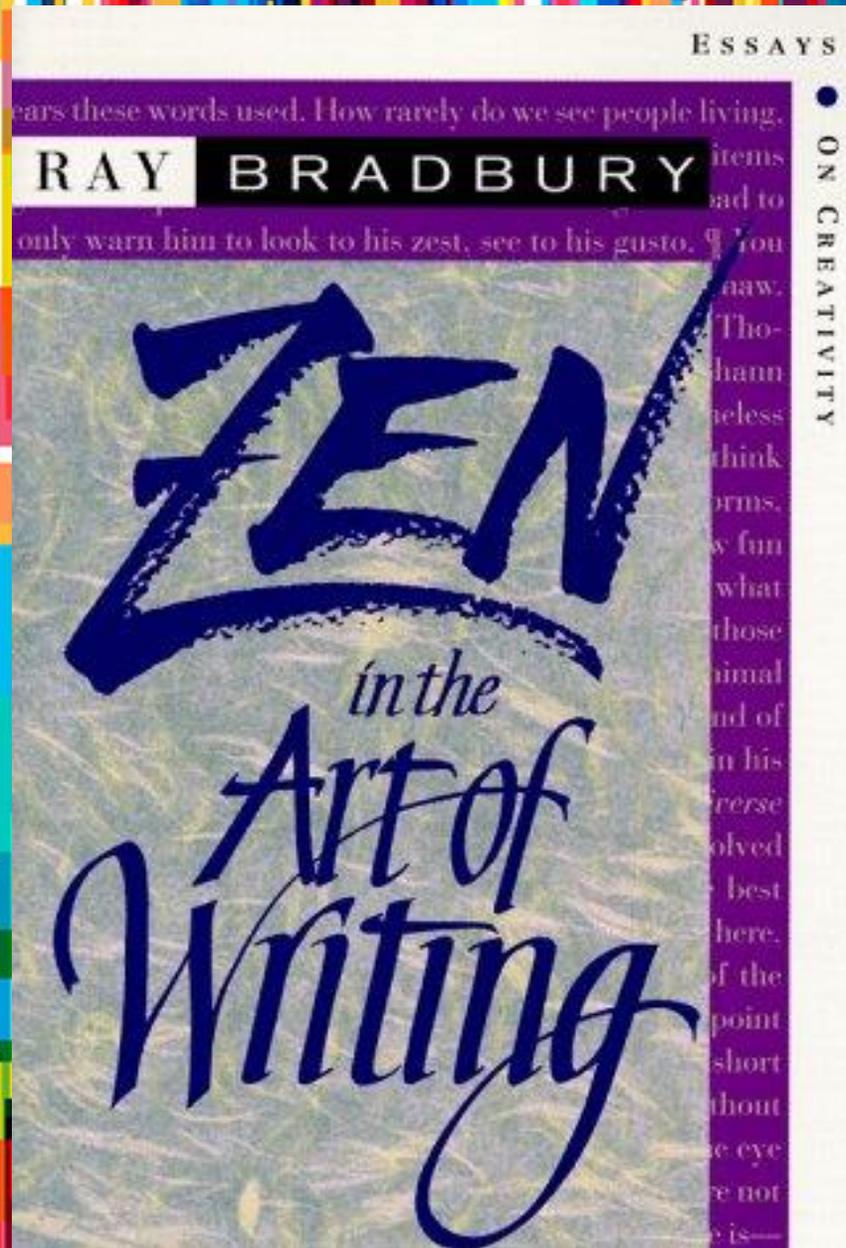
Fiction



The form of any narrative or informative work that deals, in part or in whole, with information or events that are **not factual**, but rather, **imaginary**—that is, **invented** by the author. Although fiction describes a major branch of literary work, it may also refer to theatrical, cinematic or musical work.

Fiction contrasts with non-fiction, which deals exclusively with factual (or, at least, assumed factual) events, descriptions, observations, etc. (e.g., biographies, histories).

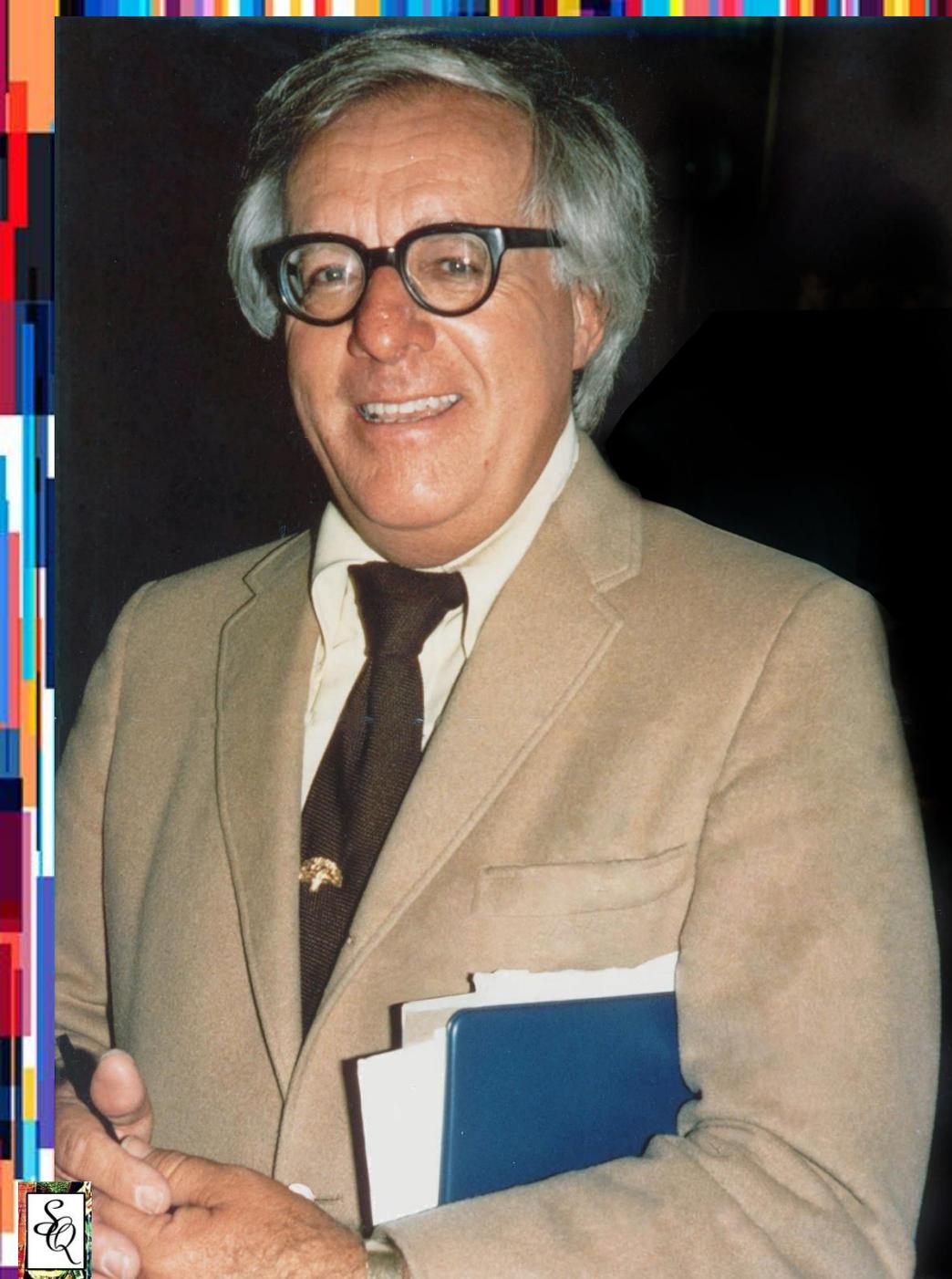
- Wikipedia



Ray Bradbury

"Every morning I jump out of bed and step on a land mine. The land mine is me. After the explosion, I spend the rest of the day putting the pieces back together. Now, it's your turn. Jump!"





“You have your list of favorite writers; I have mine. Dickens, Twain, Wolfe, Peacock, Shaw, Moliere, Johnson, Wycherly, Sam Johnson. Poets: Gerard Manley Hopkins, Dylan Thomas, Pope. Painters: El Greco, Tintoretto. Musicians: Mozart, Haydn, Ravel, Johann Strauss (!). Think of all these names and you think of big or little, but nonetheless important, zests, appetites, hungers. Think of Shakespeare and Melville and you think of thunder, lightning, wind. They all knew the joy of creating in large or small forms, on unlimited or restricted canvasses. **These are the children of the gods.** They knew fun in their work.”



Creativity



The phenomenon whereby a person creates something new (a product, solution, artwork, literary work, joke, etc.) **that has some kind of value**. What counts as "new" may be in reference to the individual creator, or to the society or domain within which the novelty occurs. What counts as "valuable" is similarly defined in a variety of ways.

- Wikipedia

Jonah Lehrer

The New York Times Bestseller



How Creativity Works

Jonah Lehrer

“Every creative journey begins with a problem. It starts with a feeling of frustration, the dull ache of not being able to find the answer. We have worked hard, but we've hit the wall. We have no idea what to do next.”

— *Imagine: How Creativity Works*





Creativity can seem like magic. We look at people like **Steve Jobs** and **Bob Dylan**, and we conclude that they must possess supernatural powers denied to mere mortals like us, gifts that allow them to imagine what has never existed before. They're "creative types." **We're not.** But creativity is not magic, and there's no such thing as a creative type. Creativity is not a trait that we inherit in our genes or a blessing bestowed by the angels. It's a skill. Anyone can learn to be creative and to get better at it.

– **Imagine: How Creativity Works**



*Fiction &
Facts not
Truth*

All disputes are fiction
– we need to shift our
paradigm to see them
as non-factual but full
of facts that need to be
worked with to create
a resolution – **not
truth.**

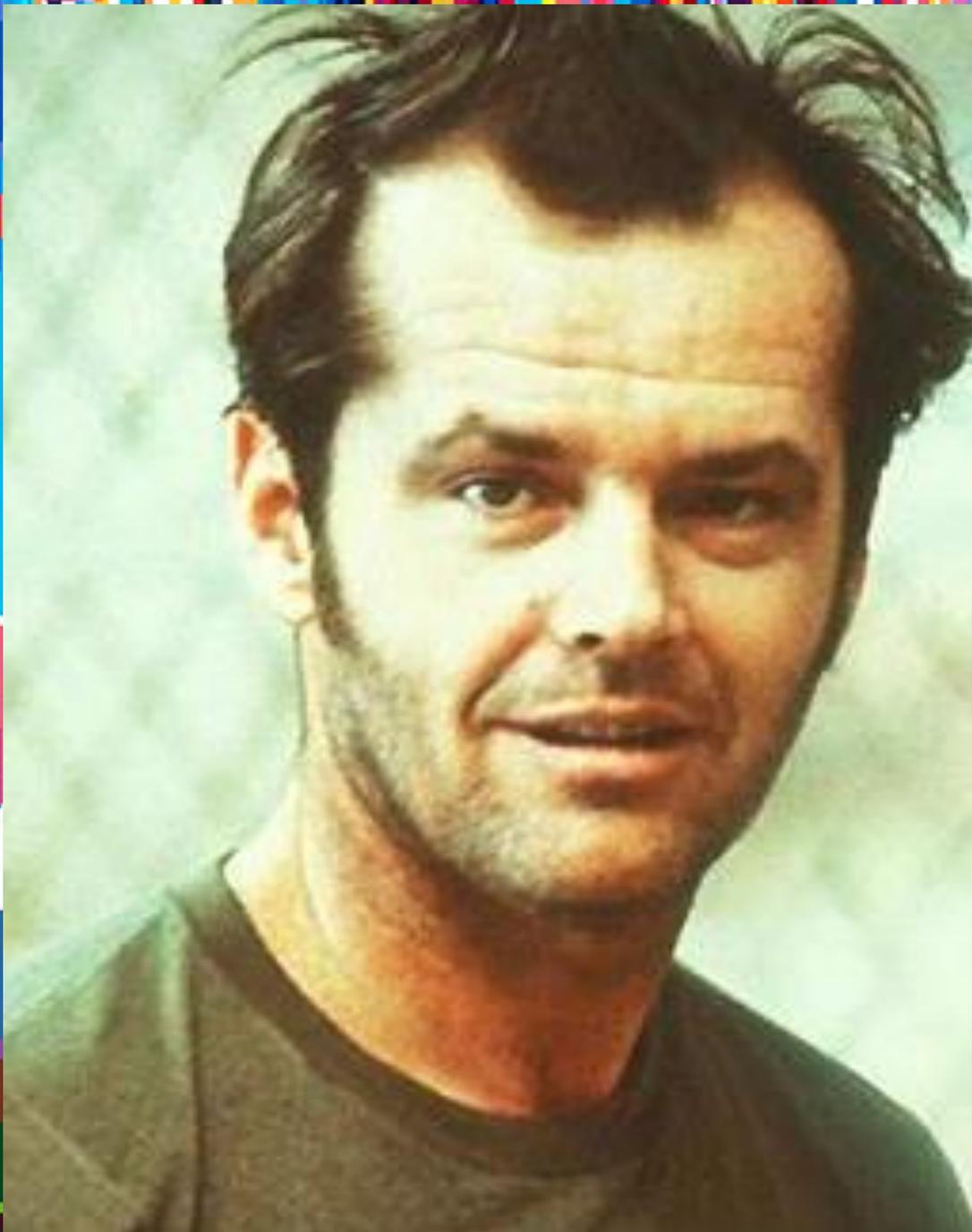
**They are someone's
impression of a
dispute**

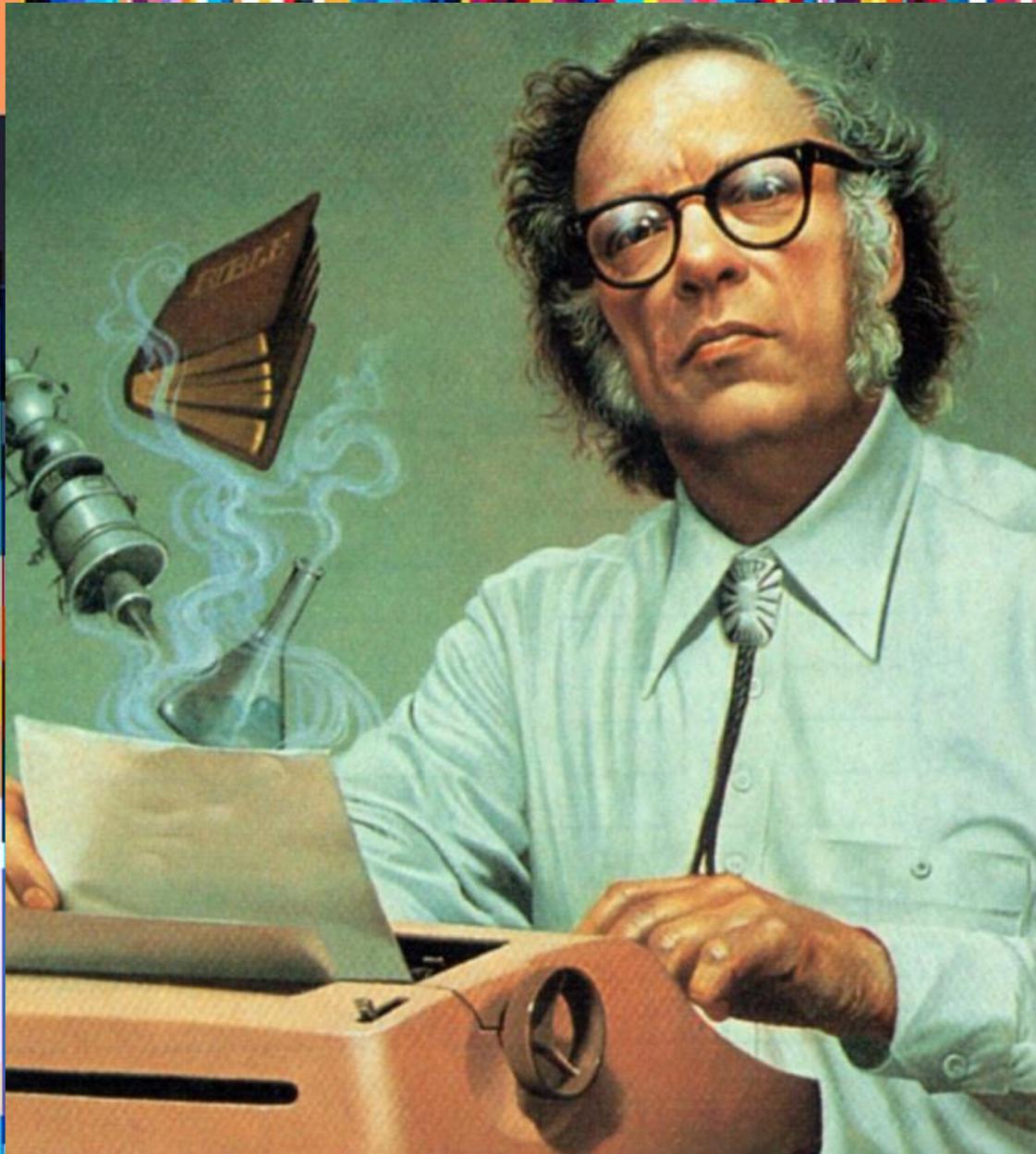


Ken Kesey

**But it's the truth even
if it didn't happen.**

**One Flew Over the
Cuckoo's Nest**





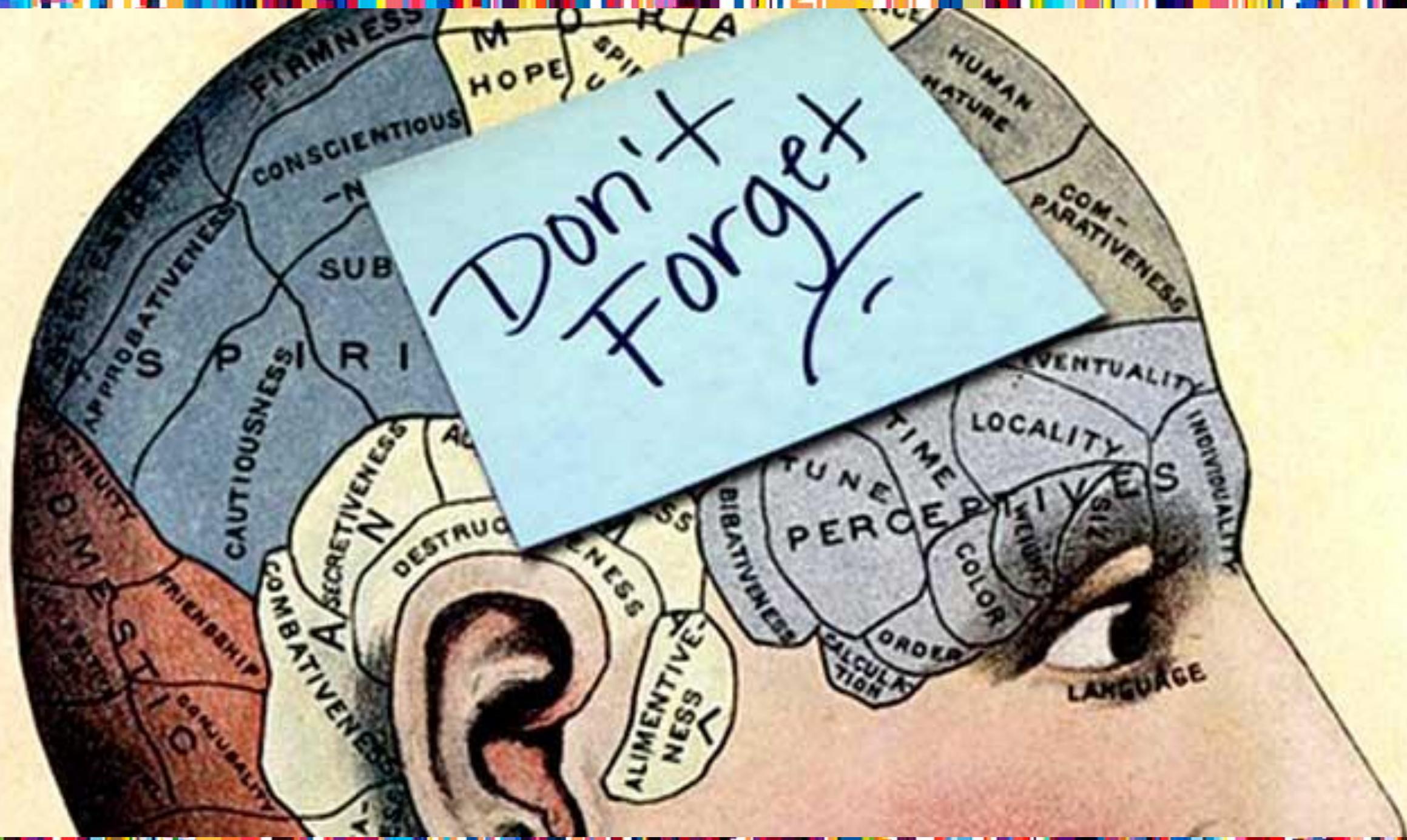
Isaac Asimov

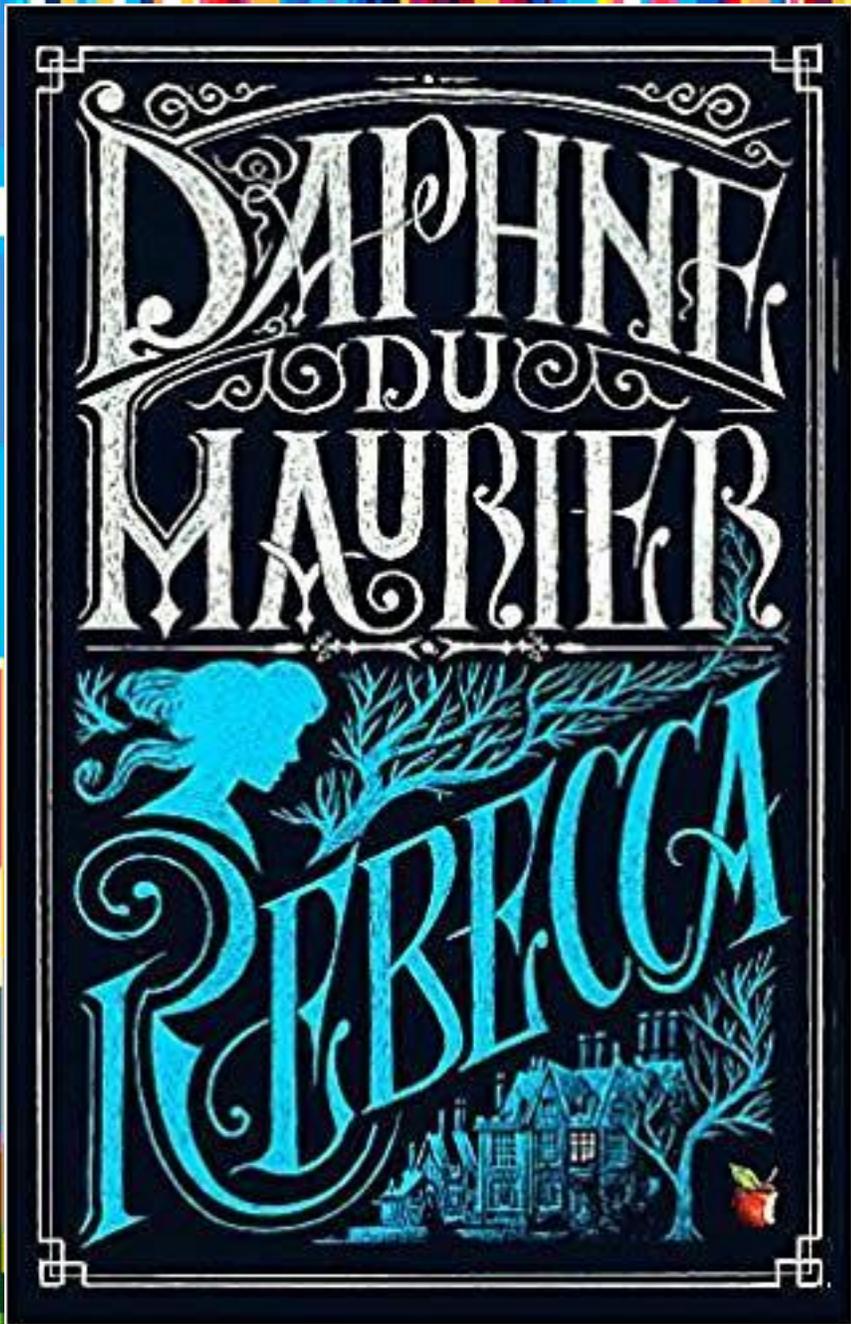
They won't listen. Do you know why? Because they have certain fixed notions about the past. Any change would be blasphemy in their eyes, even if it were the truth. They don't want the truth; they want their traditions.

Pebble in the Sky
(Galactic Empire #3)



Don't
Forget



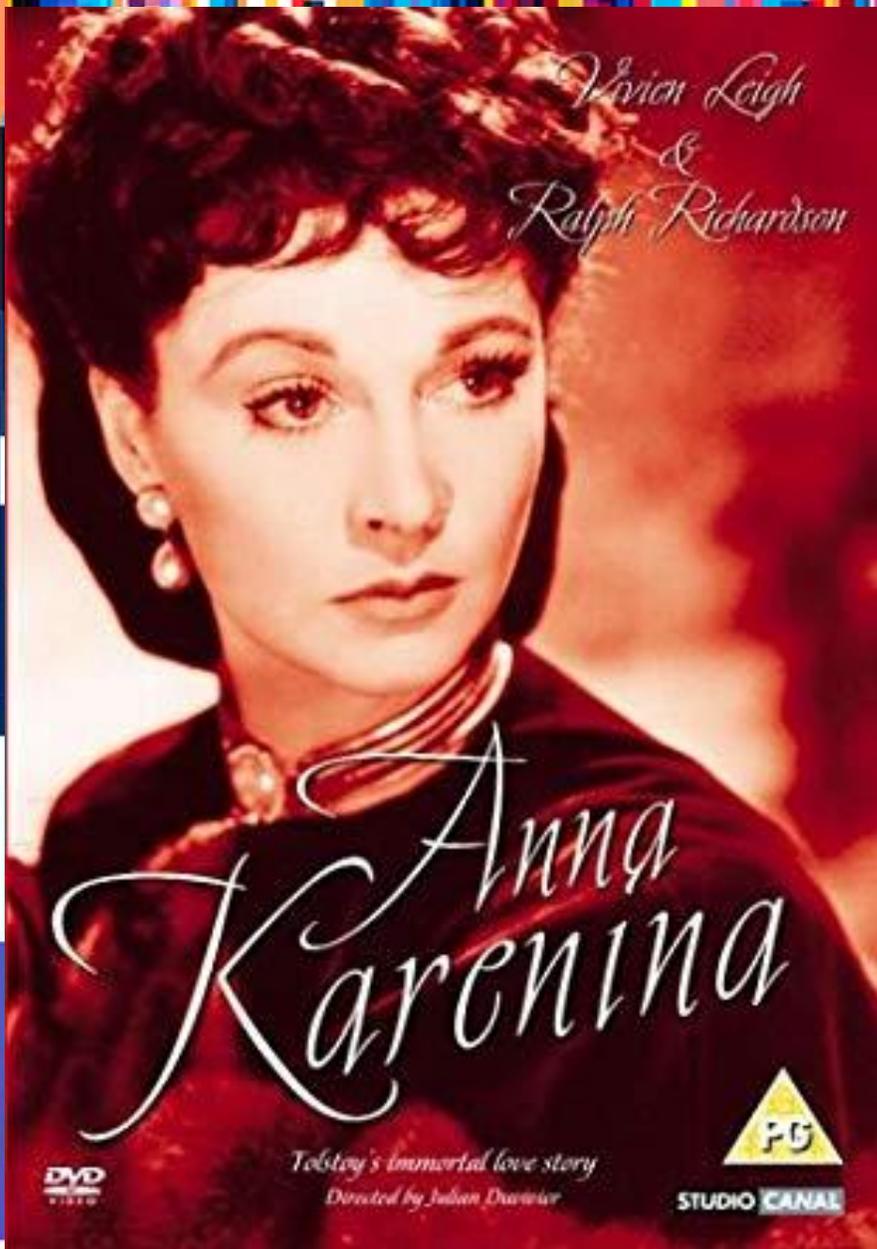


Daphne du Maurier

If only there could be an invention that bottled up a **memory**, like scent. And it never faded, and it never got stale. And then, when one wanted it, the bottle could be uncorked, and it would be like living the moment all over again.

Rebecca



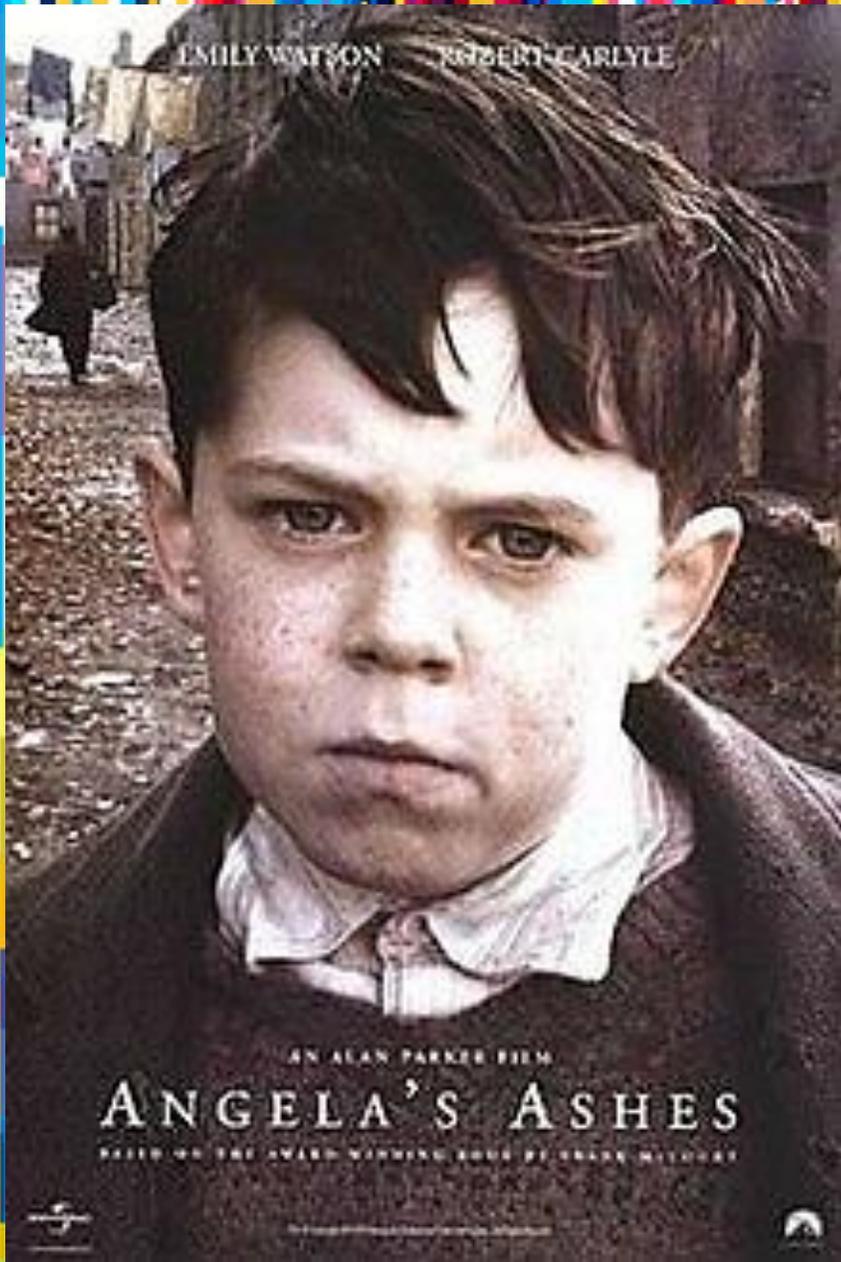


Anna Karenina

“All happy families are alike; each unhappy family is unhappy in its own way.”

— Leo Tolstoy





Re: Angela's Ashes

“Angela McCourt had challenged her son’s recollections before her death in 1981. Frank and his brother Malachy had persuaded her to attend *A Couple of Blackguards*, their stand-up memoirs, in a Manhattan theatre. Angela interrupted the tearful renditions of their childhood, standing up and shouting at the stage: ‘It didn’t happen that way. It’s all a pack of lies.’”

“Frank McCourt,” *The Telegraph*, 20 July, 2009.



Doris Lessing

**There is no doubt fiction
makes a better job of the
truth.**

Albert Camus

**Fiction is the lie through
which we tell the truth.**

TRUTH IS RELATIVE



LEO
TOLSTOY



THE KREUTZER
SONATA
and Other Stories

The Kreutzer Sonata

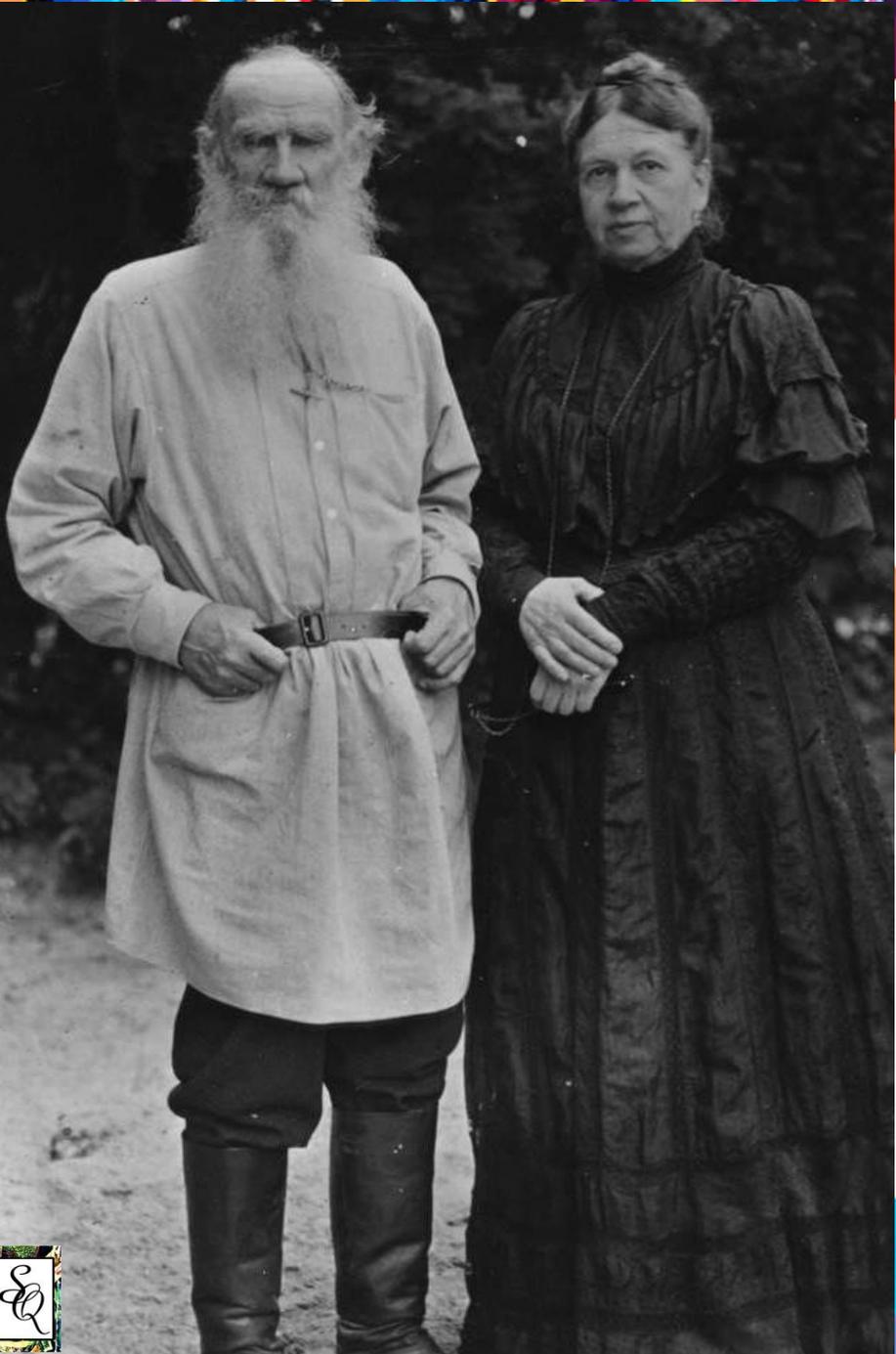
“But when, as is most often the case, the husband and wife accept the external obligation to live together all their lives and have, by the second month, come to loathe the sight of each other, want to get divorced and yet go on living together, it usually ends in that terrible hell that drives them to drink, makes them shoot themselves, kill and poison each other”

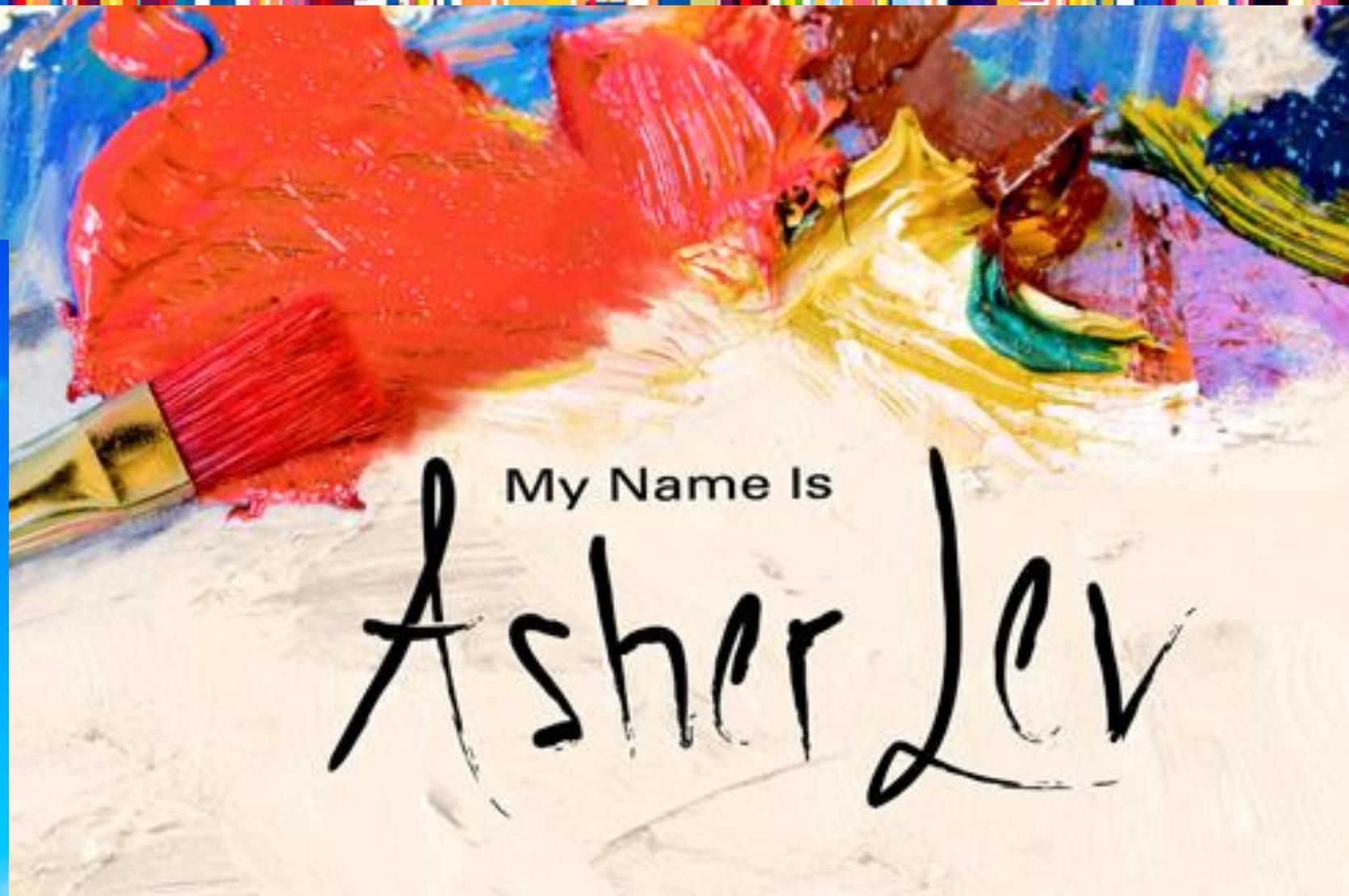
— Leo Tolstoy, *The Kreutzer Sonata*



Whose Fault?

The most well written of the counterstories and the most forceful rejection of Tolstoy's thesis, "Whose Fault?" is the most intriguing part of "The Kreutzer Sonata Variations."







C. S. Lewis

The
G R E A T
D I V O R C E

PERFORMED BY ROBERT WHITFIELD

U N A B R I D G E D

C. S. Lewis

**A sum can be put right:
but only by going back
till you find the error
and working it afresh
from that point, never
by simply going on.**

The Great Divorce



Flannery O'Connor

Art never responds to the wish to make it democratic; it is not for everybody; it is only for those who are willing to undergo the effort needed to understand it.

**Mystery and Manners:
Occasional Prose**



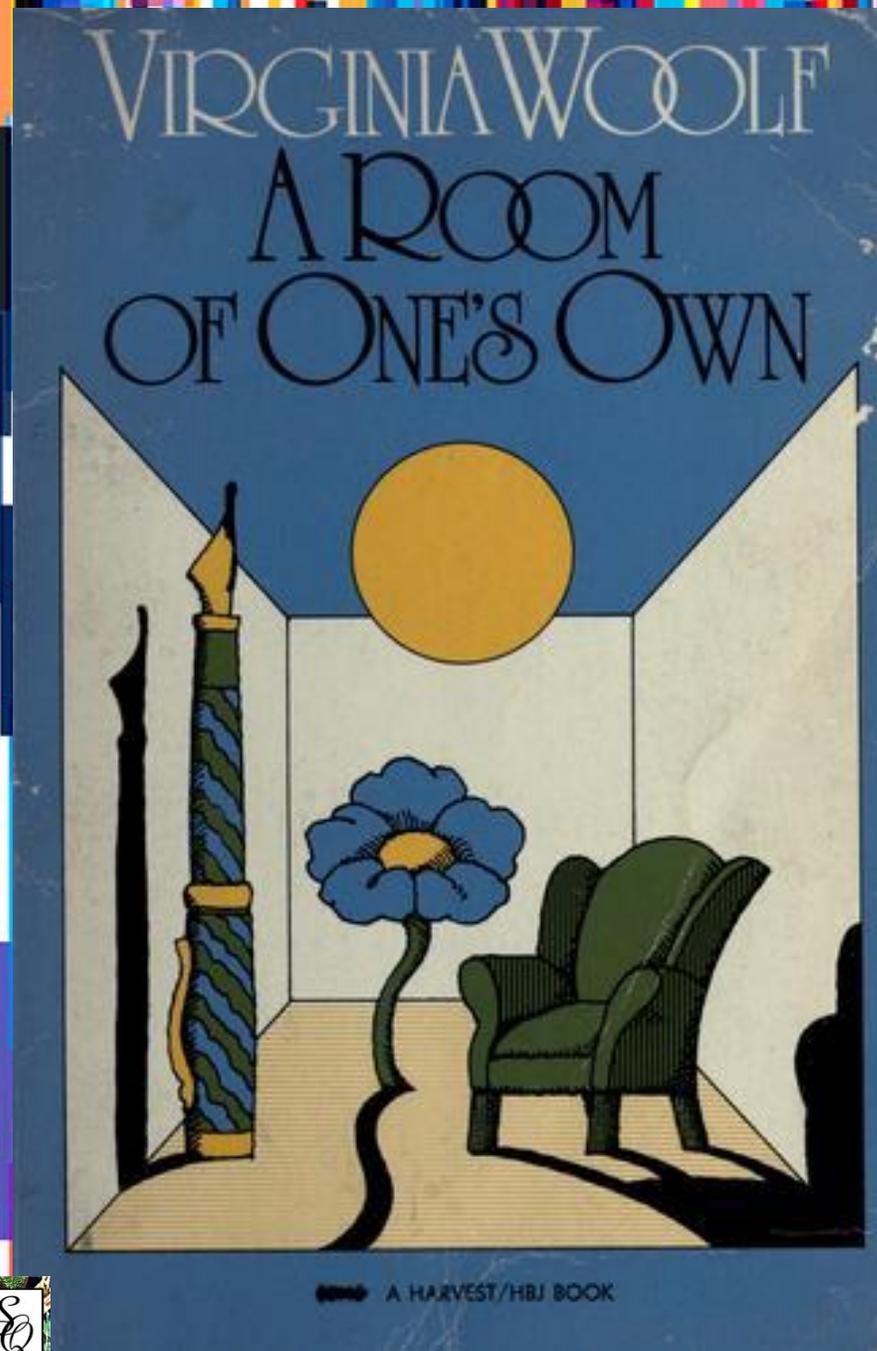


Alan Moore

Artists use lies to tell the truth. Yes, I created a lie. But because you believed it, you found something true about yourself.

V for Vendetta

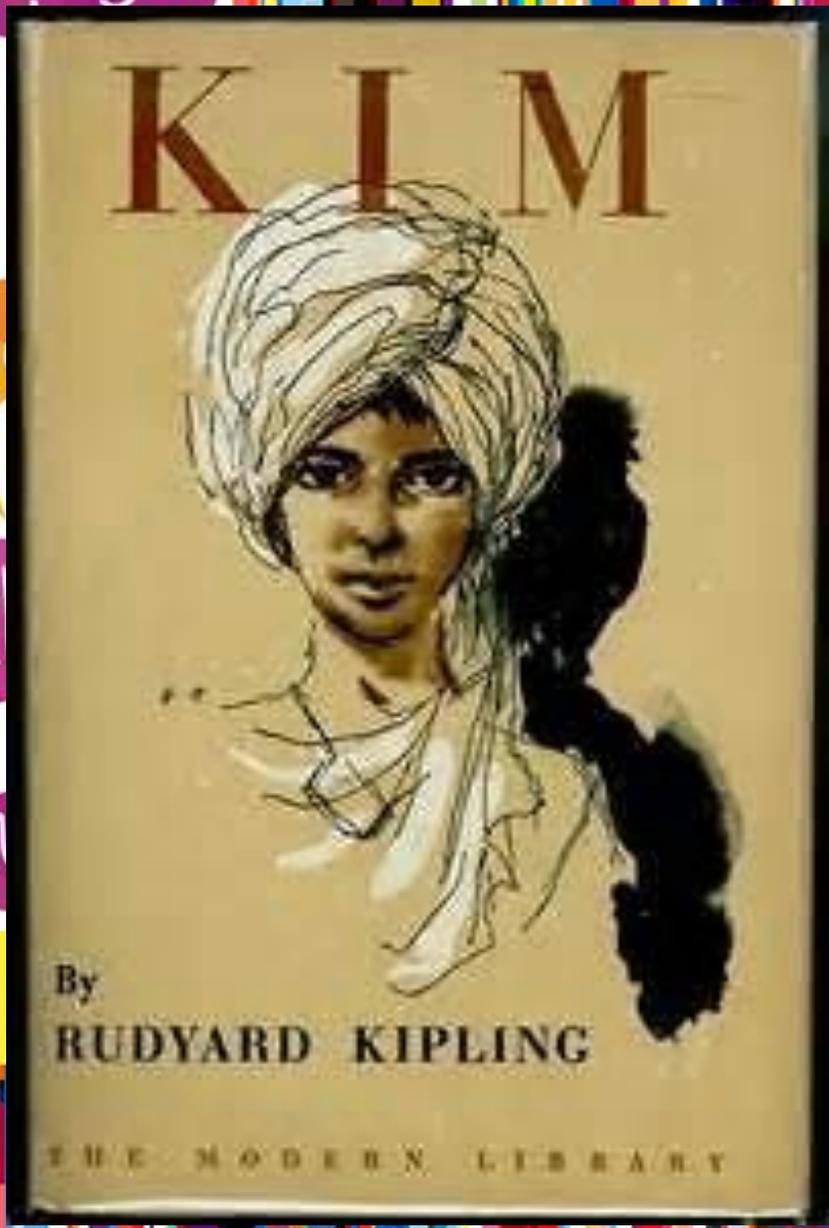
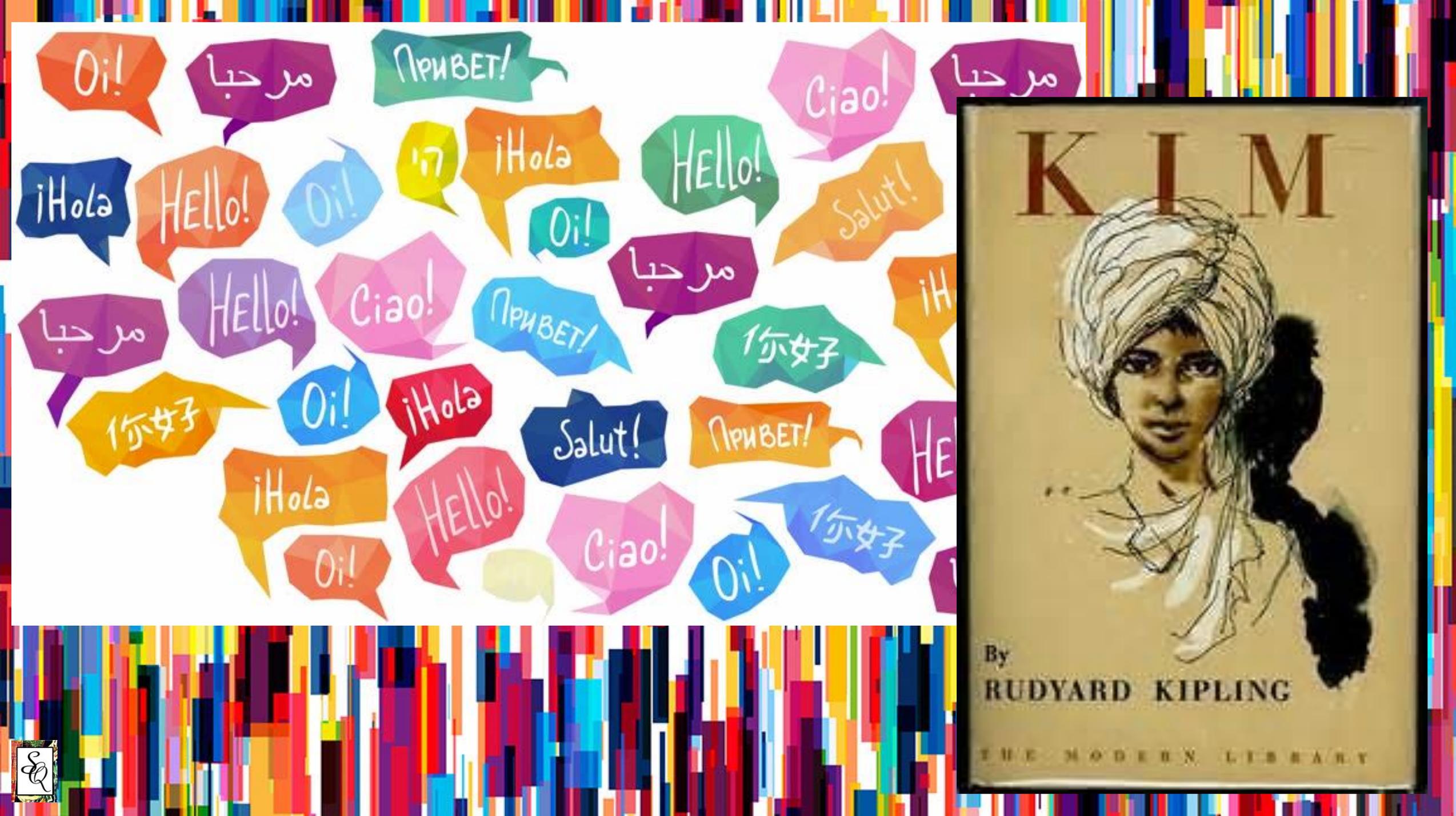




H.G. Wells

It is a law of nature we overlook, that **intellectual versatility is the compensation for change, danger, and trouble.** An animal perfectly in harmony with its environment is a perfect mechanism. Nature never appeals to intelligence until habit and instinct are useless. There is no intelligence where there is no change and no need of change. Only those animals partake of intelligence that have a huge variety of needs and dangers.

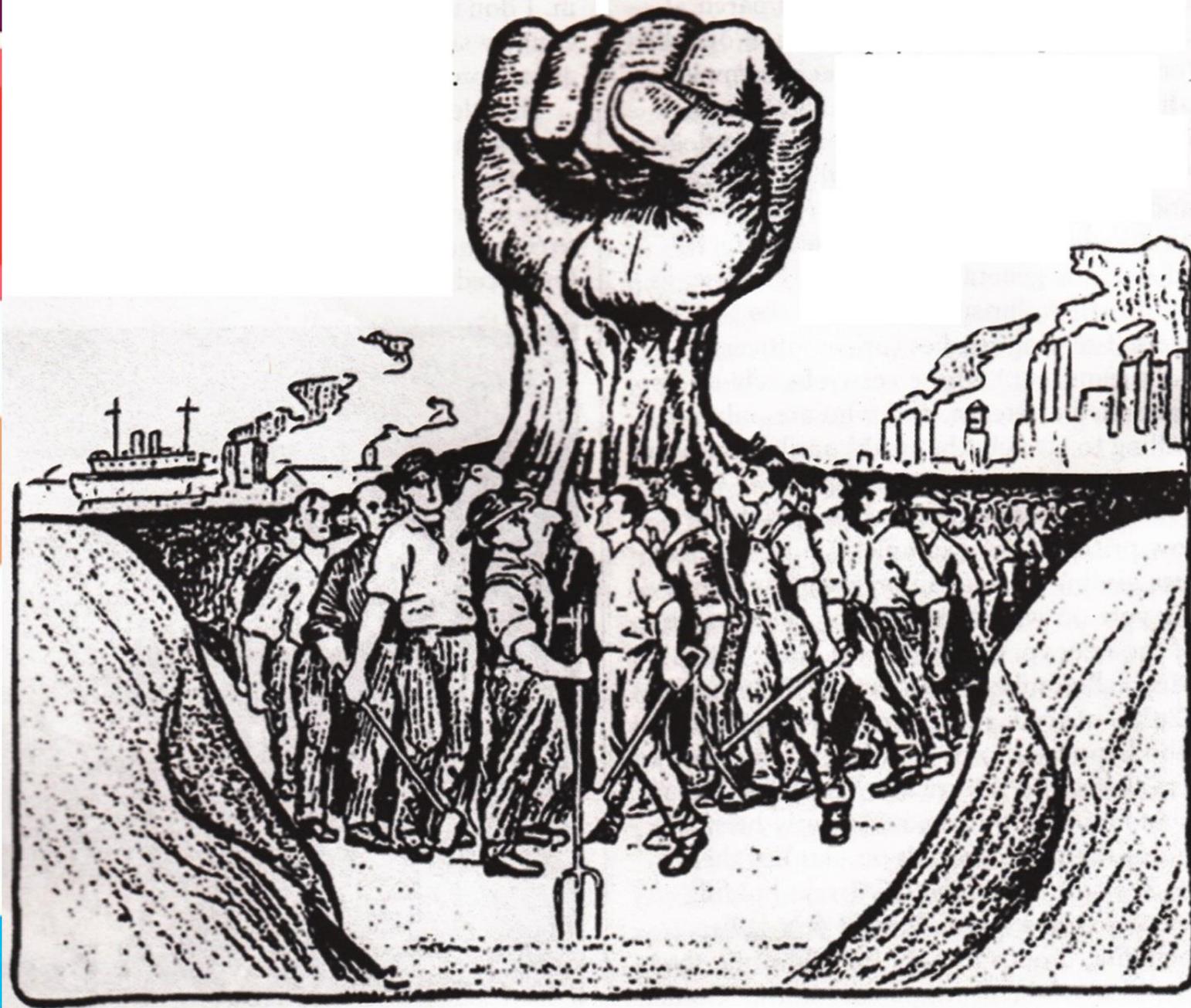
The Time Machine



OIL!

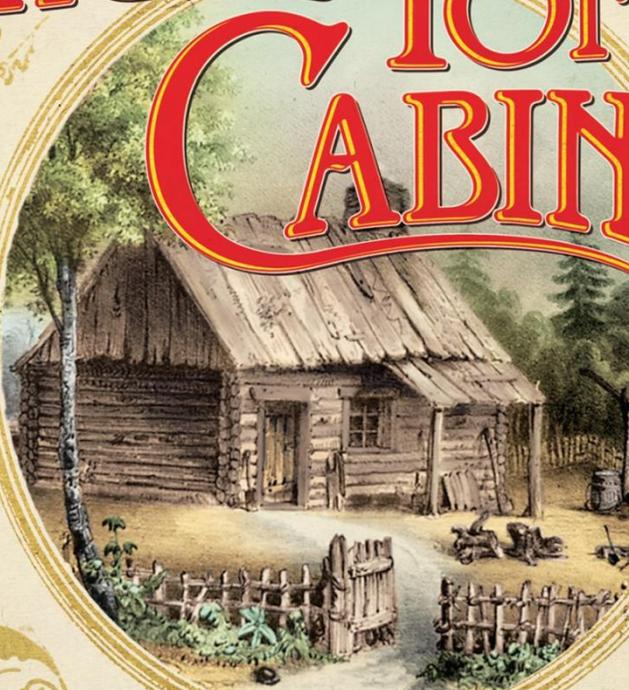
A Novel by
UPTON SINCLAIR

There Will Be Blood



UNCLE TOM'S CABIN

UNABRIDGED



BY
HARRIET BEECHER STOW

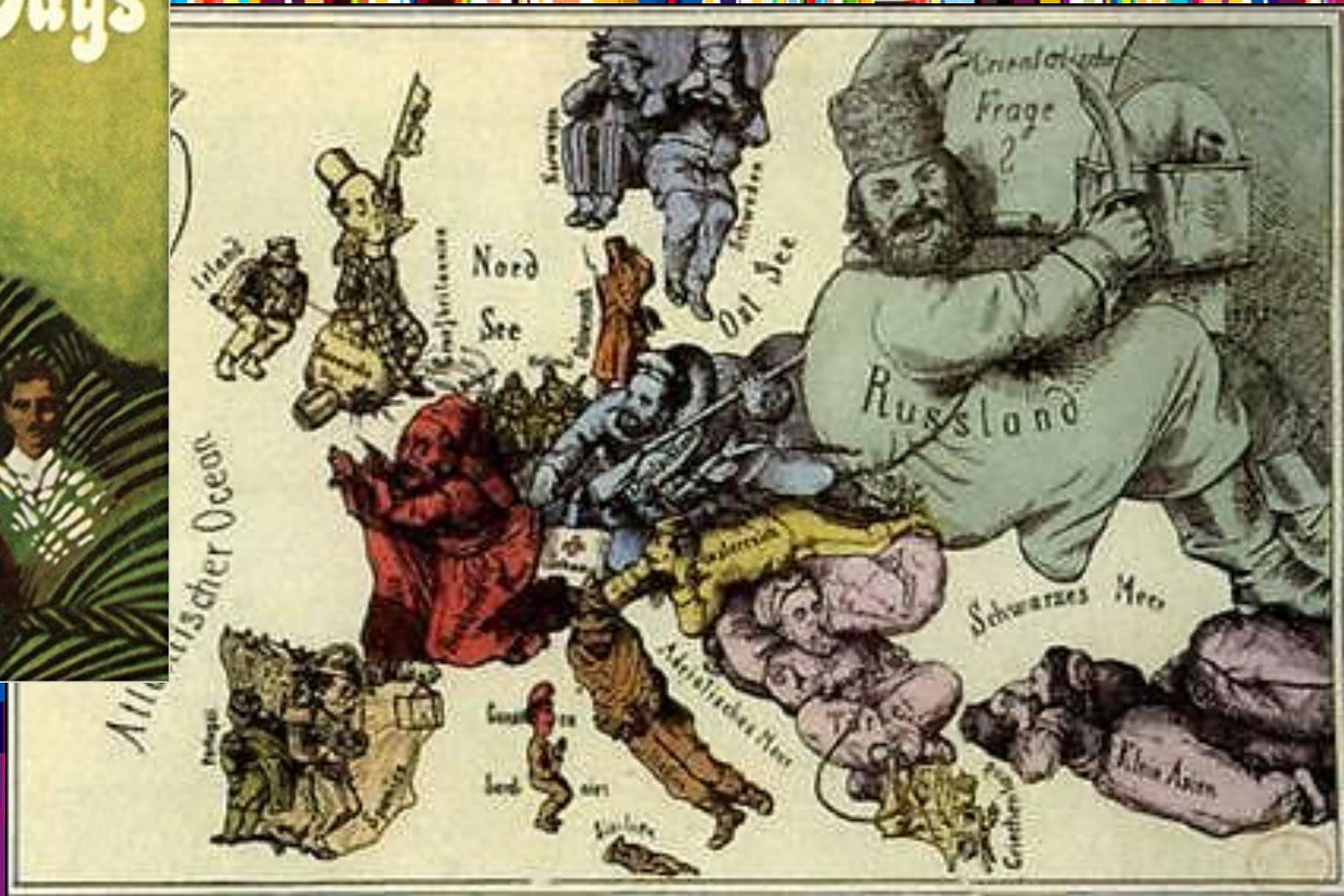
READ BY

MIRRON WILLIAMS



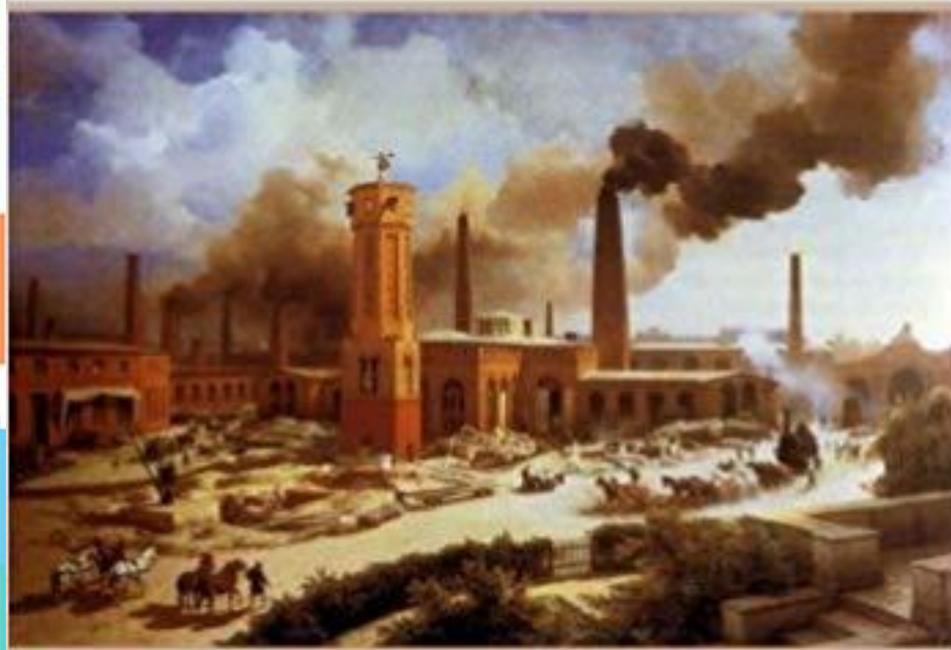
Burmese Days

George Orwell



FDA

THE JUNGLE



UPTON SINCLAIR

