



THE UNIVERSITY of
NEW MEXICO



*A Walk
in the Woods:
A method for
negotiation and
conflict
resolution*

Listen, share, connect with

Robert Fritch, D.O.

UNM General Internal Medicine

Friday, November 30, 2012

10am-12pm

*UNM Business Center, Room 1016
(SE Corner of Lomas & University)*

RSVP: jcivikly@unm.edu

(Additional information on back)

A Walk in the Woods

Presented by

*Ombuds/Dispute Resolution Services for Faculty
Jean Civičky-Powell, Ombudsperson for Faculty*

Robert Fritch will explain a four-step process to structure and motivate the use of interest-based negotiation with diverse stakeholders.

The method is adapted from an article by Harvard negotiation gurus Leonard Marcus and Barry Dorn. The “Walk in the Woods” title refers to the problem-solving attempts by two Cold War arms-reduction negotiators who were facing an impasse in the negotiation talks, and took a walk in the woods.

This lecture/seminar/workshop is designed to be accessible to experienced mediators and those wishing to explore conflict mediation.

Participants will have an opportunity to practice the four-step process helpful in conflict resolution and mediation.

If you are interested in learning a step-by-step process of addressing diverse differences between individuals or groups, and in developing confidence in dealing with conflict and facilitating resolution of differences, please RSVP to reserve your space in this special workshop presentation: jcivicky@unm.edu