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 Civikly-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 negoti-
ation 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 con-
flict and facilitating resolution of differences, please RSVP
to reserve your space in this special workshop presenta-
tion: jcivikly@unm.edu