

About the Trainers

Walter A. Wright, J.D., LL.M. - Walter A. Wright is on the Board of Directors for the Hays County DRC and a TMCA Credentialed Distinguished Mediator. He is an associate professor in the Legal Studies Program of the Department of Political Science at Texas State University in San Marcos, Texas. He teaches courses in law and alternative dispute resolution, and his primary research interest is mediation. An attorney, mediator, and arbitrator, he received B.A. and J.D. degrees from the University of Houston and an LL.M. in International Legal Studies from New York University. He is a former president of the Texas Association of Mediators and the Association of Attorney-Mediators.

Walt Krudop, M.S. - Walt Krudop is the President of the Board of Directors of the Hays County DRC and a TMCA Credentialed Mediator. He teaches mediation and conflict resolution in a variety of venues and is currently an adjunct professor at St. Edwards University. Walt consults in the area of ADR program design and implementation and serves on the board of the Texas Mediation Trainers' Roundtable and the Texas Mediator Credentialing Association.

Anna Bartkowski, M.A. – Anna Bartkowski is the Executive Director of the Hays County DRC and a TMCA Credentialed Mediator. She holds a Master's degree in Alternative Dispute Resolution from Texas State University. She is a on the Board of Directors of the Texas Association of Mediators, the Austin Association of Mediators, a member of the Texas DRC Directors' Council, and an associate member of the State Bar of Texas, Alternative Dispute Resolution Section.



Interest-Based Negotiation Course

Helping to develop positive and effective solutions to conflicts.

Hays County DRC
829 N. LBJ #108
San Marcos, TX 78666

Tel: (512) 878-0382

May 16, 2012

5:00 pm – 9:00 pm

Interest-based Negotiation Course \$50.00

The Hays County Dispute Resolution Center (DRC) is a non-profit organization which facilitates problem-solving for individuals and organizations in Hays County, Texas by providing, promoting, and teaching effective methods of conflict resolution.

Interest-based Negotiation presents principles for moving from “win-lose” to “win-win” problem-solving. In win-lose negotiation, each party attempts to gain as much for itself without regard to the benefits achieved by the other side. Win-lose negotiation is often restrictive, inefficient and can be damaging to the parties’ relationship. By contrast, in win-win negotiation, both parties are conscious of the other side’s interests (as well as their own), and both parties attempt to develop solutions which will give both sides as many benefits as possible.

Trainers will present strategies for negotiating with an uncooperative, intransigent opponent. Trainees will learn how to neutralize the opponent’s attacks rather than responding with counter-attacks, thereby diffusing resistance to reaching agreement.

About the Training

The Hays County DRC Interest-based Negotiation Course is designed to provide the trainees with the skills and knowledge to resolve conflict by focusing on interests rather than positions. The goal of negotiations is not to destroy or dominate the other side. The goal is to win over the other side in a shared problem-solving process.

Class Date and Times:

- Jun 30 (Wed): 5:00pm – 9:00pm

Session will be held at the DRC mediation center at 829 N. LBJ #108, San Marcos, TX 78666.

Certificates will be issued at the completion of the course for course participants who completed the full 4 hours of instruction.

MCLE Credits (4 hours) are pending for attorneys, including 1 hour ethics credit.

CEU Credits (4 hours) will be available to social workers and mental health professionals.

Registration Fee: \$50.00

Complete and return this form with check payable to Hays County DRC.

May 16, 2012 Interest-based Negotiation Course

First Name

Last Name

Business or Organization Name:

Mailing Address

City

State

Zip

Phone

Email

Hays County DRC

829 N. LBJ #108

San Marcos, TX 78666

Phone: (512) 878-0382

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