

GTMA NEWS

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Upcoming:

- April 13—GTMA Luncheon, at noon, Whitewater Grill. This month's meeting will be open forum to discuss current developments and needs of area mediators.
- April 23-24, 2009 — Montana Mediation Association Annual Conference, Park Plaza Motor Inn, Helena, Montana—For more information visit their website at www.mtmediation.org.

FROM THE ARENA

An Army of Some

There is no doubt the financial crisis is hitting home here in Idaho. We hear of frozen budgets and cuts in programs at the state level. Therefore, volunteerism will become increasingly important to preserve the social safety net for those vulnerable populations. GTMA has existed to help fill that need, whether through the small claims court, parent-teen and victim offender programs.

For GTMA to meet the needs of professional development and identification of resources for area mediators, we need financial support as well. The only source of revenue for our association is membership fees, or annual dues.

For those who continually support GTMA, I personally want to thank you for your commitment and perseverance. For those who have not renewed your membership for 2009, I cordially invite you to participate. AS GTMA evolves, we need all of you contributing your talents, time, and treasure to benefit the mediation community in eastern Idaho and Western Wyoming. There is much to be done, and a role for everyone.

Best personal regards,

Rocky.



Fred "Rocky" Clark,
GTMA President

GTMA QUARTERLY MEETING

The GTMA quarterly membership meeting was held Wednesday, March 11, 2009 at the Sandpiper Restaurant in Idaho Falls. Dick Struthers gave an update on the foreclosure mediation program, and the business of the association was conducted over a fine meal.

Keep your eye here for further information on our next quarterly meeting, scheduled for Tuesday, June 9. We are considering a summer barbecue for this month, weather permitting. The Remaining date scheduled will be Friday, September 11.

GTMA/BBB JOINT VENTURE

GTMA and the Better Business Bureau of Eastern Idaho and Western Wyoming have a joint venture project which provides mediators for disputes received by the BBB. The types of cases are for the most part commercial disputes, but the BBB also receives referrals for small claims cases.

The caseload is increasing to the extent that additional mediators are needed. If you have an interest in serving as a BBB mediator, and have 20 hours of mediation experience and the 40 hour basic mediation training course or equivalent training, the BBB needs you.

Further information can be obtained by calling Danneille Torres , Director of Operations/Dispute Resolution
As follows:

Telephone: 208-523-9754

Fax: 208-227-1603

Email: dtorres@idahofalls.bbb.org

UPCOMING EVENTS

April 23-24, 2009 – Montana Mediation Association Annual Conference, Park Plaza Motor Inn, Helena, Montana—For more information visit their website at www.mtmediation.org.

Basic Mediation Training, The Center for Collaborative Solutions. This is an intensively interactive 5-day, 40-hour course (offered in 2 segments; a 4 day class and a later 5th day), designed for anyone interested in acquiring and developing the essential skills and techniques for successful mediators.

Next scheduled training: June 11-13, 2009 (4-day) and July 10 for the optional 5th day. (in Bozeman) – Family Mediation Training will be held July 23-24, 2009 (location is yet to be determined) Contact the Center at 406-587-2356
www.centerforcollaborativesolutions.com or
email: maryellenwolfe@imt.net for a schedule.

GTMA LUNCHEON— APRIL 13

Join us for the monthly GTMA luncheon at the Whitewater Grill. This month will be open forum to discuss developments and issues of interest to area mediators.

Date: April 13, 2009

Time: 12:00 noon

Location: Whitewater Grill, 355 River Parkway, Idaho Falls

Treat All Negotiators As Your Equal



Why?

Well, firstly because treating others like enemies is for violent conflict and that is what we are trying to avoid with a negotiation/mediation, right? Treating the other person(s) like your equal has many advantages. One is as the mediator, if you are trying to show your neutrality, the best way is to treat both sides equal. It doesn't matter if you do not like or can not stand the position of a certain party.

A friendly reminder is that you are neutral and being so will help move the mediation along. Oh, and one important tip- if you feel you can not be, or remain neutral during the negotiation, you will not be stoned by some secret mediators society (... I think) for removing yourself.

Regardless if you are the mediator or a negotiation, treating the other(s) as an equal has many benefits.

Let's look at a couple of the good traits of a mediator and negotiator and see if they could apply if you didn't give the other party respect:



Active Listening

Can you really listen to this person if you are not respecting them? Are you listening or just waiting for them to finish to counter their claim? Have you begun to try and look at their interests (you know- go beyond the positions)?

Actively listening is one of the best ways to show the other party your respect them and want to hear what they have to say.

Body Language

Yes, body language is important. Using it properly shows you are actively listening. First though, let me mention the negative- if you want to show the other negotiator you are there to put down everything he says and not actively listen do these: roll your eyes, look away (heck turn your body away too!), cross your arms, sigh, huff and puff (the more the better!) and finally point your finger, that will really get your point of disrespect across.

Just a reminder, the above are suggestions of what not to do :)

So what kinds of body language can you do that supports showing the other person you are treating them with respect, and actively listening? Some basics include nodding, facing the person when they are talking, saying 'ok' at times, hands folded on your lap or when talking 'open-handed gestures' and finally my personal favorite is to smile. yes, it is ok to smile, and it's one way to lighten the mood while also promoting friendliness.

Empathy

An excellent way to genuinely give the other negotiator the feeling of respect and treating them as your equal is to put yourself in their shoes. This goes back to your preparation of your negotiation and should continue during the course of it as well. Ask yourself- what are they feeling? What are their interests? How would they like it if I offer this or that? Remember, in order for an agreement to be reached, both parties have to agree, so a good way to try and meet their goals (along with yours) is by using empathy.

Staying Positive

You attack enemies, not equals. You are hard on the problems not the person. Keeping those two statements in mind (and keeping this simple and brief) remember- just like how negative comments and actions are contagious, so are positive ones. Regardless of their actions, by staying positive helps show you are trying to work with them as well as respecting them.

Don't forget, a reason you chose to go to a negotiation/mediation is to try to work things out. Treating the other negotiator as your equal helps create an atmosphere of collaboration. The same goes for you if you are the mediator, treating both parties equally helps you- the professional- display that respect you are asking both of your parties to show one another.

From Jeff Thompson's [Enjoy Mediation Blog](#)



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We're on the Web!
www.gtmediators.org

The Grand Teton Mediation Association exists to provide a professional organization for persons interested in alternative dispute resolution. We are a 501 (c) (3) non-profit organization based in Idaho Falls, Idaho. Our area includes all of Eastern Idaho and Western Wyoming.

Our membership is open to all persons interested in mediation as a vocation, profession, or area of interest. We constantly strive to provide value to our members through educational opportunities, forums to discuss alternative dispute resolution, and opportunities for the public to engage our services in disputes.

We cordially invite all interested persons to join us.

BACK PAGE BLOG

Round-Up Of Noteworthy Articles For Mediators, Negotiators (3/09/09)

[Diane J. Levin](#)

For the past month, I've been test-driving [Twitter](#), a Web 2.0 microblogging, messaging, and social media tool. I'll be discussing those experiences later this week, but in the meantime, I thought I'd pull together a sampling of articles I've been sharing with my followers on Twitter.

[Four Ways of Looking at a Lawsuit: How Lawyers Can Use the Cognitive Frameworks of Mediation](#)
["Wikitruth Through Wikiorder"](#) - a look at dispute resolution on Wikipedia

["Saving Face: The Benefits of Not Saying I'm Sorry"](#) - a critique of recent apology laws

["Is There a Law Instinct?"](#) - exploring the human impulse to create legal systems to organize social behavior

["Getting Even vs. Being the Odd One Out: Conflict and Cohesion in Even and Odd Sized Groups"](#) - odd-sized groups more harmonious than even-sized ones, according to study

["Dishonest Deed, Clear Conscience: Self-Preservation through Moral Disengagement and Motivated Forgetting"](#) - examining the transgressions ordinary people make in daily life

["Unskilled and Unaware of It: How Difficulties in Recognizing One's Own Incompetence Lead to Inflated Self-Assessments"](#)

["Is expert memory better than non-expert memory?"](#) - test yourself with a video

[It's Greek to me](#): how different cultures express incomprehension

From [Mediation Channel](#)

