

GTMA NEWS

INSIDE THIS ISSUE:

<i>From the Arena</i>	1
<i>IMA Conference Registration</i>	2
<i>GTMA Luncheon Schedule</i>	3
<i>Interest Based Negotiations Seminar</i>	4
<i>Fun Stuff!</i>	5

Upcoming:

- September 8—GTMA Luncheon - London Café, Noon
- Interest-based negotiation training, October 2-3, 2008 Jackson, WY
- October 13—GTMA Luncheon, London Café, Noon

FROM THE ARENA

Oh My, What A Gift! (What A Responsibility)



Henry Henscheid
GTMA President

Maybe you've been here! Two brothers are in Court, one suing the other, for non-payment on a small loan. One, the plaintiff, is clean, well dressed and looks as though he is on his way to a meeting. The other, comes to the mediation with a wrinkled shirt, barely combed hair, a couple days growth on his face and looking as though he's just woken up. Brothers?! It's hard to see how they could be.

As the mediation begins, they both express how hard it is to be here; in Court; Brother suing Brother no less! They each recount a whole series of loans, promises; defaults; apologies; and then more loans; promises; defaults.....and the cycle continues.

As they tell their story, the reality comes out; of success for one; failure for the other; anger; triumph; achievement; resentment; and failed attempts on both sides to reach out. In steps the mediator; You.... Me...Any of us.

And so it is. Every one of our clients brings his/her our history; their hurts and disappointments; their hopes and dreams; their needs and their fears. We, as mediators, in whatever setting are asked to help them make sense of all of this; at least the part that is most urgent today. We, on the other hand, pledge that we are trained, educated and most importantly *committed* to giving them what they most need, understanding, structure and support; right here, right now, Today! *It's not about us any more!*

Is it demanding, Yes! Is it difficult, *Absolutely!* Are there sometimes things that are more enjoyable, *No Doubt!* But when we accepted the insight and the tools offered in every one of those mediation training courses, we were changed in some way. We took on a new role, a new responsibility with our families, friends, jobs, communities and yes, even with total strangers! We have a gift, and probably always did, for listening, understanding, guiding, and occasionally even healing people in conflict. How Rare! How Wonderful! What a Gift!

But; (Yes, there's a but!) you don't get to walk away, or just hand it back. People who know of your interest, your skill, will expect it; need it; look for it. And even if *they* don't know, YOU DO! You don't get to just step away, now. We need what you have!! All of us!! (You'd be surprised!) Often, even the one you'd least expect!

How are you using your Gift? How are you building, developing, and feeding that Gift? At GTMA our greatest commitment is to build and share the Gift that we have and are! Join us for Monthly Educational Luncheons; Workshops; Roundtable Discussions; Mediator Certification Training and Peer Support. It's all here in the Fall of '08. Whether you're just beginning, or 'been at it a while'; join us! Just reach out and take the Gift!

IMA Conference September 12-14, 2008
For more information, call: (208) 855-0506

IMA 2008 Conference Registration

Name (print) _____

Address _____

City _____, State _____ Zip _____

Phone () _____

Email _____

Parking: Yes / No

Session/ CEUs	Member	X	Non- Member	X	Student	X		
A/15	\$395		\$420		\$50		Full Conference Sat-Sun	Make sure to make your workshop selections below for corresponding conference package
B/7.5	\$200		\$220		\$35		Saturday Only	
C/7.5	\$200		\$220		\$35		Sunday Only	
D/3.5	\$40		\$250		\$12		Friday Pre-Conference	Independent from Packages
E/2	\$60		\$70		\$10		Saturday 8:00 am	Saturday/Yellow
F/1.5	\$45		\$55		\$8		Choose One Saturday 10:15 am	
G/1.5	\$45		\$55		\$8			
H/1.5	\$45		\$55		\$8		Choose One Saturday 1:40 pm	
I/1.5	\$45		\$55		\$8			
J/1.5	\$60		\$70		\$10		Choose One Saturday 3:20 pm	
K1.5	\$45		\$55		\$8			
L/2	\$60		\$70		\$10		Sunday 8:00 am	Sunday/ Green
M1.5	\$45		\$55		\$8		Choose One Sunday 10:15 am	
N1.5	\$45		\$55		\$8			
O/1.5	\$45		\$55		\$8		Choose One Sunday 1:10 pm	
P/1.5	\$45		\$55		\$8			
Q/1.5	\$45		\$55		\$8		Choose One Sunday 2:40 pm	
R/1.5	\$45		\$55		\$8			
X/1	\$18		\$18		\$18		Saturday Lunch	
Y/1	\$15		\$15		\$15		Sunday Lunch	
Z	\$15	With Wine	\$	Without	\$		Saturday Night Social	
TOTAL							Pay This Amount	



When pigheadedness brought the mediation to a standstill, Malcolm employed his unorthodox, but effective, samurai technique of negotiation.

©08CharlesFincher Scribble-in-Law at LawComix.com

The true measure of a man is how he treats someone who can do him no good. - Ann Landers.

GTMA LUNCHEON SCHEDULE

Well, Summer's over and it's time to get back in the GTMA groove. Our monthly luncheon schedule, below, has everything! Good speakers, good friends, and good food. All luncheons will be held at the London Café, 354 W.Broadway, beginning at 12:00 noon.

September 8 -Mr. Mark Withers, Office of the Attorney General.
Topic: Myths about consumer Rights & Protections

October 13 - Ms. Pam Millhouse, victim/Witness coord.-Office of the Bonneville County Prosecutor
Topic: Dynamics & impact on victims of crime

November 10—Ms. Rusty Braughton, President, Interpersonal Dynamics, Inc.
Topic: Organizational communication & leadership

December 8 - Mr. Mark Withers, Office of the Attorney General.
Topic: rights, Responsibilities & protections in Consumer purchasing

January 12- Ms. Jan Baxter, Mediation coord. 7th Judicial District
Topic-body language & non-verbal communication

GTMA ANNUAL MEETING

Planning for the GTMA Annual meeting and election of officers is well underway. Watch the newsletter for further information!

CENTER FOR RESOLUTION

PRESENTS

Skillful Bargaining:
Understanding Interest-Based Negotiation

What: This interactive training program blending lecture, role-play, and discussion features the experience of professional negotiator **Stan Sitnick**. Stan has 20+ years of negotiation experience as an attorney and 15 years as a mediator. He teaches in the Graduate Program in Conflict Resolution at Portland State University and maintains a private practice as a mediator, facilitator and trainer in a wide variety of contexts, including workplace, community, family, school, public policy and civil litigation. Stan is on the Executive Committee of the Alternative Dispute Resolution Section of the Oregon State Bar. He served for 10 years as director of a community mediation program in the Portland metropolitan area. He has trained thousands of people in negotiation, mediation and conflict resolution skills.

Who should attend: Anyone who wants to learn or improve negotiation skills, build strong coalitions and create effective communication systems.

Why: Learn:

- ➤ The three skill sets for successful negotiations
- How to work with the sources of conflict
- About your personal conflict style
- Communication skills
- How to work with strong emotions
- The language of collaboration

Where: St. John's Episcopal Church Fellowship Hall, 170 North Glenwood, Jackson, Wyo.

When: **Thursday, October 2- Friday, October 3, 2008** 8:00 am – 4:30 pm

Cost: \$350 includes morning and afternoon refreshments (lunch is on your own)

For more information: Barbara Hauge, executive director, Center for Resolution, 734-6620

To register: Detach the portion below and return it with your \$350 registration fee to:
Center for Resolution, P.O. Box 13691, Jackson, WY 83002

***** Class size is limited to 24 participants, so please register early to secure your place.*****

REGISTRATION DEADLINE: MONDAY, SEPTEMBER 15, 2008

Name: _____ Phone: _____

Organization Name: _____ email: _____

Mailing Address: _____



Henry Henscheid, President

Phone: 208-317-4707

E-mail: President@gtmediators.org

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

The Grand Teton Mediation Association is a not-for-profit organization which exists to provide a professional association for persons interested in alternative dispute resolution. 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.

THE BACK PAGE BLOG

It's not enough to talk about the gorilla in the room; you have to see him first

Posted by: [Diane Levin](#) in [Mind and Cognition](#)

One of my favorite exercises to conduct in negotiation or conflict resolution training consists of showing my audience the famous gorilla video, created by the Visual Cognition Lab at the University of Illinois at Urbana-Champaign.

I tell the audience that they will observe two teams of people playing basketball, one in white shirts and the other in black, and tell them to count the number of times the team wearing white t-shirts bounces the ball.

So focused are most audience members on accurately counting the number of times the ball bounces, they fail to observe the person in a gorilla costume who strolls through the players, stops in front of the camera to thump its chest, and then exits the scene.



After asking them to tell me what number they counted to, I ask if anyone noticed anything unusual. On average, across the many times I have played that video, only one third of the audience will have noticed the gorilla. On rare occasions, only two people out of an audience of, say, 50, will have seen the gorilla. And the ones that didn't see the gorilla can't believe their eyes when I replay the video to show them that the gorilla really was there after all. That's a lot of people who didn't see the gorilla.

It serves as a potent reminder of how easily our attention to one thing can blind us to seeing what is literally in front of our eyes – and that in every situation where lives or livelihoods are at stake, where relationships or choices matter – whether resolving a conflict, making an important decision, or pulling the lever in the voting booth – a gorilla may be present, hiding in the open, right in plain view.

Before we can talk about the gorilla, we have to know he's there.