

2010

## ***The Roger Fisher Negotiation Training Scholarship Information Sheet and Application Form***

The Roger Fisher Negotiation Training Scholarship was created as part of the lasting legacy of The Roger Fisher Tribute held in Toronto in 2007. One Scholarship, donated by the Stitt Feld Handy Group, is awarded annually to a qualified Ontario recipient who otherwise would not be able to receive negotiation training.

The purpose of the Tribute was to honour Roger Fisher and to present him with a Lifetime Achievement Award to acknowledge his tremendous and far-reaching contributions in the field of dispute resolution. Twenty-six organizations from around the world, under the leadership of the ADR Institute of Canada, The Advocates' Society, the Ontario Bar Association and The Law Society of Upper Canada, joined together to salute Roger Fisher.

Allan J. Stitt, President of the Stitt Feld Handy Group, describes Professor Fisher and the *Become a Powerful Negotiator Workshop* as follows:

“Roger Fisher is an inspiring man. Not only has he made major contributions over many years to the resolution of some of the most intractable disputes in the world, his teachings and the teachings of those who worked with him have changed the approach to negotiation, and to mediation, of people around the world.

Back in 1991, I went to Harvard Law School for the purpose of becoming a Constitutional Law Professor. A colleague of mine encouraged me to take a negotiation course with Professor Fisher. ‘You’ll love it’, he said. ‘It will be the best course you take in law school’.

Not only was it the best course I took in law school, it led me down a path to learn about negotiation and I’ve never looked back.

When I returned to Toronto, I decided that I wanted to teach the ideas that Roger had put into my head. His ideas about looking behind positions to underlying interests, his idea that just because you disagree, doesn’t mean you have to be disagreeable, and his ideas about how to be a truly effective listener.

Our *Become a Powerful Negotiator Workshop* is based on Roger’s theories. Course participants are asked to read *Getting To Yes*, the famous book on negotiation outlining the approach to negotiation developed by Roger Fisher and William Ury, before the course starts. The course is Canadianized but is true to Roger’s ideas and concepts about effective negotiating. It includes three days of in-person training and one day of online learning. It’s skills-building, practical and hands-on.”

The Scholarship entitles the recipient a place in the Become a Powerful Negotiator Workshop held in Toronto. Scholarship recipients are responsible for their own travel, accommodation and other expenses. The course must be taken within 12 months of the award of the Scholarship. For further information about the Workshop and the Stitt Feld Handy Group see: [www.sfhgroup.com](http://www.sfhgroup.com)

### ***Eligibility***

The Scholarship is available to a resident of Ontario who:

- (1) would not otherwise be able to obtain negotiation training;
- (2) has demonstrated an interest in negotiation skills and dispute resolution;
- (3) would benefit personally from negotiation training;
- (4) would benefit the community at-large, and/or public interest, community, or pro bono organization(s) or company(ies) with which the person is involved, by the person strengthening his or her negotiation and dispute resolution skills, thereby leveraging the value of the training beyond the Scholarship recipient.

### ***Selection of Scholarship Recipient***

The Roger Fisher Negotiation Training Scholarship Committee (“Scholarship Committee”) solicits applications for the Scholarship each year, and selects the recipient, applying the four Eligibility criteria outlined above, in its sole discretion. The Scholarship is administered by the ADR Institute on Canada on behalf of itself and The Advocates’ Society, the Ontario Bar Association and The Law Society of Upper Canada. The Committee is comprised of representatives of these four organizations, the Ontario Community Mediation Coalition, and other leaders in the ADR field.

### ***Applications***

In completing the attached Application Form, applicants should include an outline of their background and experience in Section A and explain the ways in which they satisfy each of the four Eligibility criteria, outlined above, in Section B. **Previous applicants, who were not selected, are encouraged to reapply.**

Applicants should include one or more supporting letters, if possible, from (a) the organization(s) or company(ies) with which the applicant is involved (as referred to in the fourth Eligibility criteria) and (b) others who are in a position to support the applicant’s statement about how he or she satisfies each of the four Eligibility criteria. The letters supporting the Application should be listed in Section C of the Application Form.

**Applications (together with all supporting letters) must be received by 5:00 p.m. (Toronto time) on August 13, 2010.** They can be e-mailed, faxed, delivered or mailed.

E-mail: [mena@adrcanada.ca](mailto:mena@adrcanada.ca) Please include in the Subject line:  
“Application for The Roger Fisher Negotiation Training Scholarship”  
(Remember to attach the Application Form and supporting letters, if any.)

Fax: 416-487-4429 (Be sure to include a fax cover page.)

Mailing/Delivery Address:  
The Roger Fisher Negotiation Training Scholarship  
c/o Mary Anne Harnick, M.A., LL.B.  
Executive Director  
ADR Institute of Canada, Inc.  
405 – 234 Eglinton Avenue East  
Toronto, Ontario  
M4P 1K5

Candidates may be invited, in the discretion of the Committee, for a telephone or an in-person interview.

It is anticipated that the person selected to receive the 2010 Scholarship will be notified on or before September 15, 2010 and that all applicants will be informed of the outcome.







