

- Call for Applications -

PATHWAYS Institute for Negotiation  
Education

**SUMMER INSTITUTE**

August 5 - 8, 2019



PATHWAYS Institute for Negotiation Education, in partnership with the U.S. Embassy, is pleased to invite English language educators to apply for the 2019 Negotiation Education Summer Institute planned for August 5-8 at the Hermon Field School of the Society for the Protection of Nature in Israel.

The four-day retreat will be an immersive and interactive opportunity to learn interest-based negotiation theory and communication tools based on the “Harvard method” for principled negotiation and to explore issues particularly relevant for English language educators working to build students’ fluency in speaking.

We will be hosting guest expert Liz Rayer from Vantage Partners, a leading consulting firm spun out of the Harvard Negotiation Project (see below for bio) and will work together to apply key ideas and tools of problem-solving negotiation toward helping students improve their English language speaking skills.

Together we will discover and explore how concepts and teaching methods of negotiation – including role plays, fishbowls, experiential learning – can be applied in classrooms to motivate students to practice and develop their communication skills in meaningful and engaging ways while learning essential life skills. The program will provide a dynamic platform for connecting and building working relationships with other educators, for collaborative creativity, and for revitalizing our energy for the upcoming academic year.

Pending final confirmation of funding, the retreat will run from the late morning of August 5th until early afternoon of August 8th and will include evening activities. Participants will be provided a shared room and full board for four days and three nights. Staying together at the venue for the duration of the program, including overnight, is required – **no exceptions**.

**Dates:** August 5 – 8, 2019

**Eligibility:** Motivated English language educators, including EL teachers and coordinators of high school and junior high school, EL inspectors and EL teaching college instructors. Participants of past Summer Institutes are not eligible to participate again.

**Location:** SPNI Hermon Field School (<http://www.natureisrael.org/Hermon>). Buses to and from the venue will be provided, with regional pick-up and drop-off points.

**Cost:** 400 NIS non-refundable registration fee for accepted participants.

**Hishtalmut:** We are applying for recognition of the retreat with a 30 hour Hishtalmut.

**Application:** Please submit your application **by July 5** using [this form](#).

Featured Guest Expert: **Dr. Elizabeth Rayer**



Elizabeth Rayer, Ph.D. is a Partner and heads the Enterprise Learning practice at Vantage Partners, an international consulting firm spun out of the Harvard Negotiation Project. She brings expertise in negotiation, influence, change management, organizational development and instructional design.

Liz earned her Ph.D. in Psychoeducational Processes from Temple University in a program designed to expand understanding of learning theory, interpersonal and group dynamics, and how to create conditions to foster learning. Her focus and dissertation were in the field of organizational development and adult learning, exploring what education systems could do to more effectively prepare students for the transition into the work world.

Liz's work at Vantage Partners has been heavily concentrated on enabling organizations across various industries to have a sustainable, positive impact on their bottom line by more strategically and effectively working with, and managing relationships with, internal and external stakeholders. Liz's work has ranged from designing and implementing organizational wide change initiatives, to designing large-scale learning and skill development programs. Recent clients include Anglo American, GE Energy, IBM, Merck, Microsoft, Novartis, Procter & Gamble, Southern California Edison, and USAA.

Prior to joining Vantage Partners, Liz was the CEO of BPYI, Inc., a health and wellness company, where she led the company to increased, sustainable growth by developing profitable partnerships both domestically and internationally. Before that, as Managing Principal of Elevation Strategies, she consulted to organizations on relationship management, leadership, and operational effectiveness issues. In this role, one of her major engagements was designing and implementing a negotiation strategy for the sales force of Pepsi USA. Additional positions Liz has held include Chief Knowledge Officer for Thinking Sun, Inc., a consultant with DBM, and Adjunct Professor of Psychology at St. Joseph's University in Philadelphia.



## About PATHWAYS

PATHWAYS Institute for Negotiation Education is an independent non-profit that works with students, educators, and organizations to develop principled negotiation skills and establish a shared framework for creative problem solving.

Our approach is based on methodology developed at the Harvard Negotiation Project and Program on Negotiation at Harvard Law School. International advisors to the program include Bruce Patton (co-author of *Getting to Yes*), Mark Gordon (Founding Partner of Vantage Partners and co-founder and former chairman of Conflict Management Group), Sheila Heen (Lecturer at Harvard Law School and co-author of *Difficult Conversations*), Dr. Shula Gilad (Senior Fellow at Harvard's Program on Negotiation), Rachel Viscomi, (Director, Harvard Negotiation & Mediation Clinical Program), and Dr. Donna Hicks (Author, *Dignity: Its Essential Role in Resolving Conflict*).

