

# Negotiation 101

*How to Get the Special Education  
Services Your Child Needs*

## PARTNERS RESOURCE NETWORK'S **Lunch & Learn Webinar Series**

The contents of this webinar were developed under a grant from the US Department of Education, H328M150024 (PEN), H328M150023 (TEAM), & #H328M150022 (PATH). However, those contents do not necessarily represent the policy of the US Department of Education, and you should not assume endorsement by the Federal Government.





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# Today's Objectives

We will discuss the key components of negotiation:

- Preparation
- Effective discussion
- Compromise
- “Agreement”





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## Key Legislation & Terms

- Individuals with Disabilities Education Act (IDEA) 300.321
- Texas Administrative Code TAC 89.1050
- Negotiation and compromise





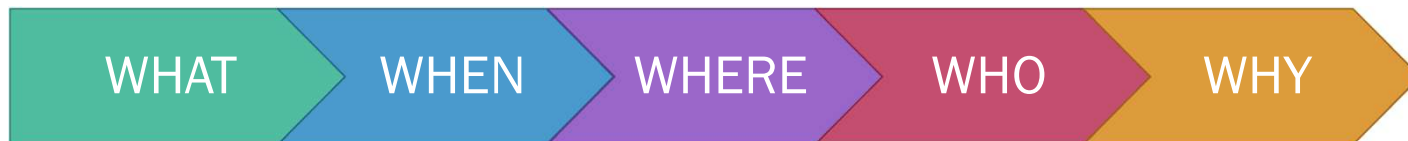
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# Preparing for Successful Negotiation

- Identify your child's need
- Know what you want using the 5 W's



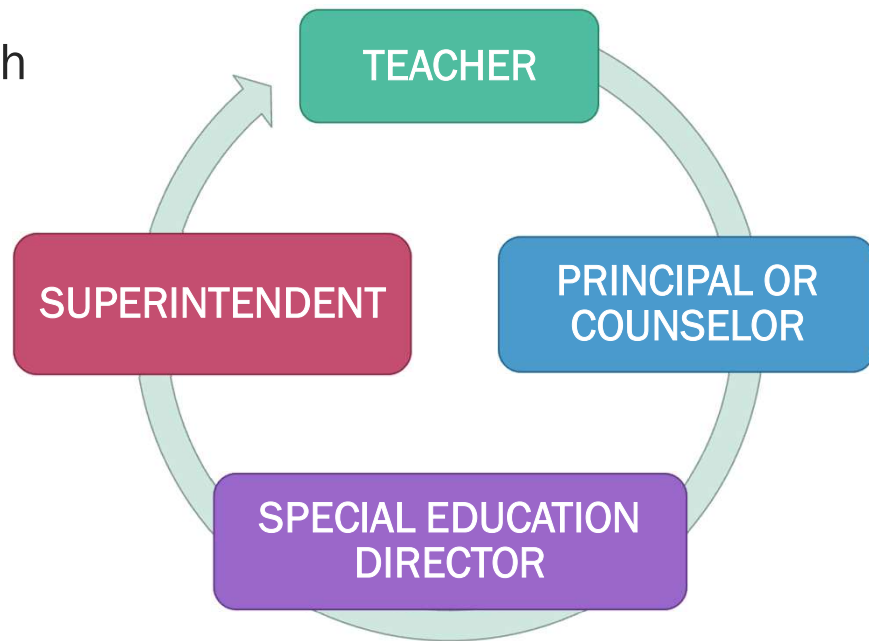


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# Preparing for Successful Negotiation

- Know whom to communicate with





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# Preparing for Successful Negotiation

- Establish rapport
- Rely on your preparation



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## Effective Discussion Techniques:

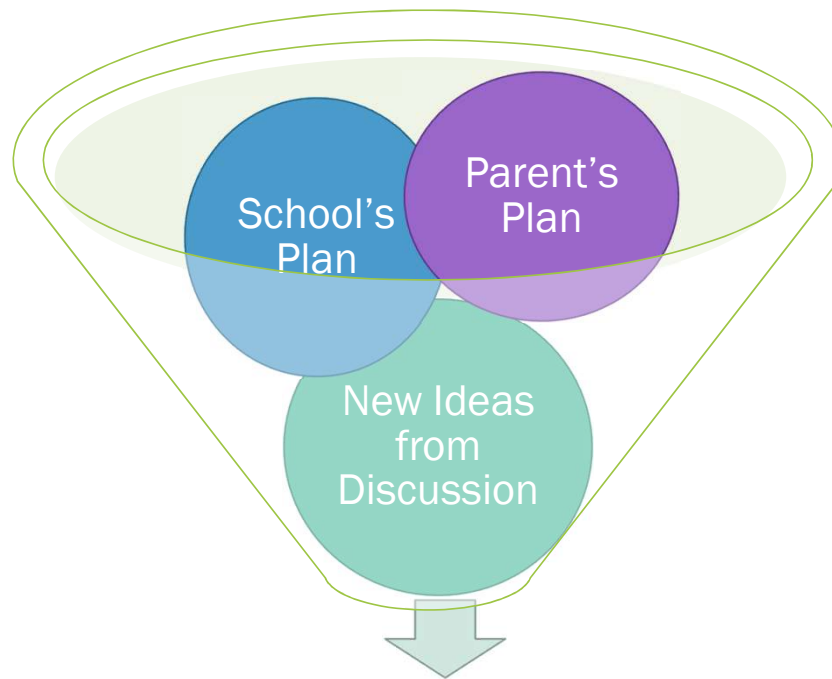
- Determine how you will contact the school
- Leave your emotions at home (or in the car)
- Remember your manners 😊
- Be assertive, not argumentative.
- Ask questions...tons of them!



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# Compromise and Agreement



An Effective IEP







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## Enemies of Compromise and Negotiation

When the Parents...	When the school...
Become emotional or outwardly upset.	Begins to compare your child to other students.
Focuses in the past instead of opening with a clean slate.	The budget or other restraints are mentioned.
Refuse to listen.	Unannounced people join the conversation.
Are unprepared.	Present options as predetermined decisions.



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## Mediation As an Option

Mediation, a right offered under the IDEA Procedural Safeguards is:

- An intervention in a dispute used to reach agreement,
- Voluntary,
- Focused on negotiation,
- And decisions are considered part of the IEP.



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*5 Essential Steps to Reducing  
Behavior Issues at School  
September 12, 2017 12:15 pm CST*

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