Negotiation 101
How to Get the Special Education Services Your Child Needs

PARTNERS RESOURCE NETWORK’S
Lunch & Learn Webinar Series

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Today’s Objectives

We will discuss the key components of negotiation:

- Preparation
- Effective discussion
- Compromise
- “Agreement”
Key Legislation & Terms

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

• Identify your child’s need

• Know what you want using the 5 W’s

WHAT  WHEN  WHERE  WHO  WHY
Preparing for Successful Negotiation

- Know whom to communicate with

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Preparing for Successful Negotiation

- Establish rapport
- Rely on your preparation
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!
Compromise and Agreement

School’s Plan

Parent’s Plan

New Ideas from Discussion

An Effective IEP
# Enemies of Compromise and Negotiation

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