

NEWSLETTER

AIR FORCE NEGOTIATION CENTER

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THE LATEST NEWS

AFNC

AIR FORCE NEGOTIATION CENTER

pc: Sarah Dewey

hello the director's corner

Welcome to the first installment of the Air Force Negotiation Center (AFNC) Newsletter. We are thrilled to share with you all of the exciting advances AFNC is bringing to the world of conflict transformation. Each issue of our newsletter will provide timely and relevant content on developments within the center, important announcements, links to new content, and so much more.

During these unknown times, AFNC wants you to know we are still here, serving the community with the best military negotiation education and training. Be on the lookout for our new online classroom portal! In the meantime, make sure to check out our inaugural edition of the Journal of Military Conflict Transformation (JMCT), and learn more about our faculty and staff below.



Alabama State Capitol Bldg

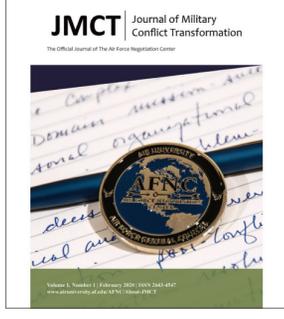
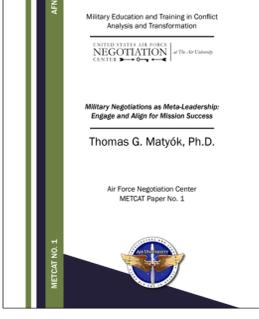
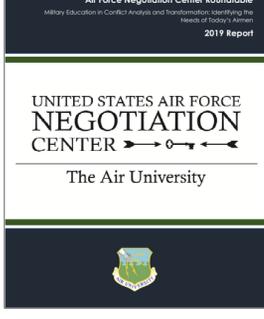


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AFNC is dedicated to advancing the conflict transformation domain by engaging in research and educational programming that expands the bounds of traditional classroom learning and negotiation training. Check out the resources below to see what the center has been up to, and catch up on the latest research in the field!

If you are interested in publishing with us, please contact our publications department at jmct@hqau.af.edu.

CLICK TO VIEW OUR PUBLICATIONS!



meet the AFNC team



Lt Col Christopher M. Lacek

Director

Christopher Lacek is the Director of the United States Air Force Negotiation Center (AFNC).

Favorite Book: Leadership and military related books

Favorite Quote: "Courage is what it takes to stand up and speak, it's also what it takes to sit down and listen." - Winston Churchill

Advice in Negotiation: Be open to different opinions and understand, if you are willing to negotiate, you are more than half way to victory.

Paul J. Firman

Conflict Management (CM) and Dispute Resolution (DR) Education and Training

Paul is charged with designing and delivering negotiation, CM, and DR courses to audiences around the world. He also mediates real world cases for the Department of Defense and Federal Government.

Favorite Book: The Bible

Favorite Quote: "One of the best ways to persuade others is with your ears." - Dean Rusk, Secretary of State (1961-1969)

Advice in Negotiation/Mediation: Don't only focus on positions, but listen and understand underlying interests.



Bill F. McClurg

Training

Bill is an Instructional Systems Specialist designing and delivering negotiation education in a military context as an engaged leadership competency

Favorite Book: *Oh The Places You'll Go*, by Dr. Seuss

Favorite Quote: "How can you change someone's mind if you don't know what they are thinking?" - Unknown

Advice in Negotiation: Keep an open mind about looking at negotiation differently. Instead of looking at negotiation as a competition, or how to gain an advantage over someone, how can you work with this person to help you meet your goals, and how can you help them meet theirs?

Michelle A. Osborne, Ph.D.

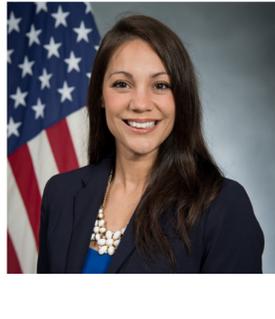
Institutional Effectiveness, Publications, and Research

With a focus on the Negotiation Academic Division, Michelle is responsible for the creation and promotion of avenues for research and outreach in the study of conflict transformation.

Favorite Book: Anything science fiction

Favorite Quote: "If you can find a path with no obstacles, it probably doesn't lead anywhere." - Frank A. Clark

Advice in Negotiation: Think more, react less! Take time to hear and process what is being said, rather than immediately reacting to your counterpart's statements.



David "Opie" C. O'Meara

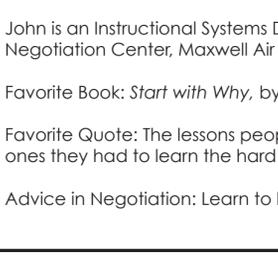
Education Consultant

Dave is a sole proprietor and independent education and teaching consultant to Air University's Air Force Negotiation Center and the Air Force Culture and Language Center.

Favorite Book: *The Source*, by James Michener

Favorite Quote: Love your neighbor as yourself.

Advice in Negotiation: Spend as much time as possible understanding the role of pre-negotiation in the process. It's all about preparation.



John G. Boyles

Instructional Systems Designer

John is an Instructional Systems Designer at the Air Force Negotiation Center, Maxwell Air Force Base, Alabama.

Favorite Book: *Start with Why*, by Simon Sinek

Favorite Quote: The lessons people remember the most are the ones they had to learn the hard way.

Advice in Negotiation: Learn to listen.



Kimberley N. Spivey

Instructional Systems Designer

Through course development, instructional design, and curriculum development, Kimberley works with all three elements to enhance the upcoming curriculum and online development for the AFNC.

Favorite Book: *Bloom: How to Get from Good Enough to a Life You Love*, by Kimberley Spivey

Favorite Quote: "When you've worked hard, done well, and walked through that doorway of opportunity, you don't slam it behind you. You reach back, and give folks the same chances that helped you succeed." - Michelle Obama

Advice in Negotiation: Becoming a better negotiator is becoming a better communicator.

Sarah Dewey

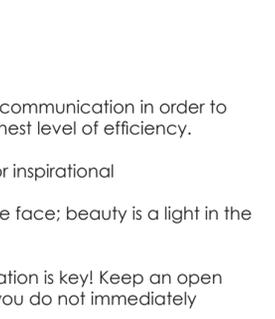
Graphic/Web Designer and Social Media

Sarah provides expert design, development, and maintenance of AFNC's website and associated online products.

Favorite Book: *Becoming*, by Michelle Obama

Favorite Quote: "Life is really simple, but we insist on making it complicated." - Confucius

Advice in Negotiation: Do your research, and don't let your emotions take control of the situation.



Megan B. Cenidoza

Executive Support

Megan provides organization and communication in order to keep the center running at the highest level of efficiency.

Favorite Book: Anything romantic or inspirational

Favorite Quote: "Beauty is not in the face; beauty is a light in the heart" - Unknown

Advice in Negotiation: Communication is key! Keep an open mind to the opposite side, even if you do not immediately understand and/or agree with it.



Kathy Gunter

Event Coordinator

As the event coordinator for AFNC, Kathy assists in designing, planning, and implementing the Professional Round Table Series, which is part of our outreach and institutional effectiveness plan. The goals of the Round Table Series are to seek recommendations for enhancing education and training, while looking at best practices in our field.

Favorite Book: The Bible

Favorite Quote: "The heart of hospitality is about creating space for someone to feel seen and heard and loved." - Shauna Niequest

Advice in Negotiation: Listen first!

