

The "Conflict Doctor" . . .

# Daniel Dana, Ph.D.

*A speaker who will change forever the way you think about conflict*

## Who is Dan?

- Speaker, mediator, educator, and conflict coach — dedicated specialist in dispute resolution for over 25 years
- Founder of Mediation Training Institute International
- Author of *Managing Differences: How to Build Better Relationships at Work and Home*, published worldwide in six languages
- Author of *Conflict Resolution: Mediation Tools for Everyday Worklife*, a featured book in the McGraw-Hill Briefcase Books series
- Author and developer of *The General Case Study Company: A classroom simulation for the experiential study of organizational conflict and its management*
- Author and developer of *The Dana Measure of Financial Cost of Organizational Conflict*, the most popular instrument of its kind.
- Author and developer of *The Dana Diagnostic Survey of Conflict Management Strategies*
- Invited lecturer, Syracuse University Summer Institute on Conflict Resolution (Maxwell School), 1997-present
- Candidate for the U.S. House of Representatives in 1998, introducing "the first non-adversarial campaign in the history of American politics"
- Cruise ship Life Enrichment Lecturer — Celebrity Cruises and other lines
- Ph.D. in Counseling Psychology, University of Missouri, 1977. Dissertation: *Categorical intergroup bias in natural groups: An empirical study of conflict in organizations*

*"Dr. Dana is an expert on the world's most important subject."*  
~ George McGovern,  
Former United States Senator

*"Dr. Dana moves from scholarly content to common sense with uncommon ease."*  
~ Richard F. Celeste,  
Former Governor of Ohio

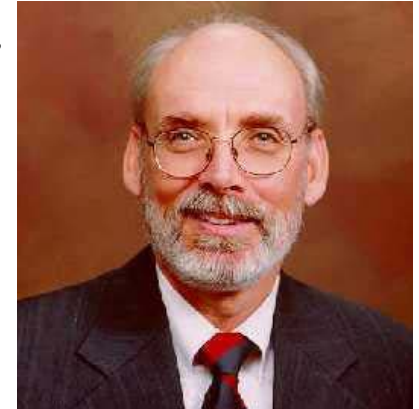
*"... splendid job!"*  
~ Ray Hickman,  
Conference Planner, OAMA

## At [mediationworks.com/dandana.htm](http://mediationworks.com/dandana.htm)

- 1) PowerPoint presentation for meeting planners
- 2) Publicity for your conference (Our website is #1 on Yahoo, Google, AOL, and most other search engines for related search terms.)
- 3) *The Dana Measure of Financial Cost of Organizational Conflict* — free instrument by email.
- 4) Media interviews
- 5) Client references

## Summary

The originator of managerial mediation and the simple yet remarkably powerful "self mediation" method, Dan Dana is internationally recognized as one of today's most influential innovators and practitioners of consensus-building communication methods for organizations.

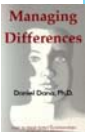


Holding the Ph.D. in psychology, Dan served for several years as a professor of organizational behavior at the University of Hartford (Connecticut) Graduate School of Business, and has held faculty appointments at Syracuse University and several other institutions. (A former student once called him "Doctor Conflict" and the moniker stuck!)

With a twenty-year career as a dedicated specialist in organizational conflict, no one is better qualified to serve as your "conflict doctor" — he literally "wrote the book" on the subject.

## Fee Waiver

All or most of Dr Dana's speaker fee may be waived in lieu of purchase of a predetermined number of copies of *Managing Differences*, which serves as the sourcebook for most presentations.



## Topics

Dan speaks only on the subject of conflict and its management — in the workplace and beyond. Presentations may range from 20 minutes to two hours, and are typically a customized version of *Weaving Mediation into the Fabric of Organizations, Society, and Everyday Life*. Title and content are tailored to audience needs.

For more information visit us  
on the web or call  
**800-DR CONFLICT**  
(372-6635)

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