

# *The Roger Fisher Negotiation Training Scholarship*

## *Information Sheet and Application Form*

The Roger Fisher Negotiation Training Scholarship was created as part of the lasting legacy of The Roger Fisher Tribute held in Toronto in 2007. One Scholarship, donated by the Stitt Feld Handy Group, is awarded annually to a qualified Ontario recipient who otherwise would not be able to receive negotiation training.

The Tribute honoured the late Roger Fisher. He was presented with a Lifetime Achievement Award to acknowledge his tremendous and far-reaching contributions in the field of dispute resolution. Twenty-six organizations from around the world, under the leadership of the [ADR Institute of Canada](#), [The Advocates' Society](#), the [Ontario Bar Association](#) and The Law Society of Upper Canada, now [The Law Society of Ontario](#) (“Lead Organizations”), joined together to pay tribute to Roger Fisher.

Allan J. Stitt, President of the Stitt Feld Handy Group, describes Professor Fisher and the *Become a Powerful Negotiator Workshop* as follows:

“Roger Fisher was an inspiring man. Not only did he make major contributions over many years to the resolution of some of the most intractable disputes in the world, his teachings and the teachings of those who worked with him have changed the approach to negotiation, and to mediation, of people around the world.

Our *Become a Powerful Negotiator Workshop* is based on Roger's theories. Course participants are encouraged to read *Getting To Yes*, the famous book on negotiation outlining the approach to negotiation developed by Roger Fisher and William Ury, before the course starts. The course is Canadianized but is true to Roger's ideas and concepts about effective negotiating. It includes three days of in-person training and one day of online learning. It's skills-building, practical and hands-on.”

The Scholarship entitles the recipient a place in the *Become a Powerful Negotiator Workshop*, held either in Toronto or online, valued at \$2,050.00 + tax. Scholarship recipients are responsible for their own travel, accommodation and other expenses. The course must be taken within 12 months of the award of the Scholarship. For further information about the Workshop and the Stitt Feld Handy Group see:

<https://sfhgroup.com/online-course/become-a-powerful-negotiator-workshop>

## ***Eligibility***

The Scholarship is available to a resident of Ontario who:

- (1) would not otherwise be able to obtain negotiation training;
- (2) has demonstrated an interest in negotiation skills and dispute resolution;
- (3) would benefit the community at-large, and/or public interest, community, or pro bono organization(s) or company(ies) with which the person is involved, by the person strengthening his or her negotiation and dispute resolution skills, thereby leveraging the value of the training beyond the Scholarship recipient, and
- (4) would benefit personally from negotiation training.

## ***Selection of Scholarship Recipient***

The Roger Fisher Negotiation Training Scholarship is committed to equality, diversity and inclusion. We encourage applicants from equity seeking groups including women, Indigenous peoples, francophones, persons with disabilities, racialized peoples and members of the 2SLGBTQIA+ communities, irrespective of their age, in Ontario.

The Roger Fisher Negotiation Training Scholarship Committee (“Scholarship Committee”) solicits applications for the Scholarship each year, and selects the recipient, applying the four Eligibility criteria outlined above, in its sole discretion. The Scholarship is administered by the Lead Organizations. The Committee is comprised of representatives of the Lead Organizations, the Ontario Community Mediation Coalition, and other leaders in the ADR field.

## ***Applications***

In completing the attached Application Form, applicants should include an outline of their background and experience in Section A and explain the ways in which they satisfy each of the four Eligibility criteria, outlined above, in Section B. **Previous applicants, who were not selected, are encouraged to reapply, with updated materials.**

Applicants should include one or more supporting letters, if possible, from (a) the organization(s) or company(ies) with which the applicant is involved (as referred to in the third Eligibility criteria) and (b) others who are in a position to support the applicant’s statement about how he or she satisfies each of the four Eligibility criteria. The letters supporting the Application should be listed in Section C of the Application Form.

**Applications (together with all supporting letters) must be received by 5:00 p.m. (Toronto time) on January 19, 2024.** They can be e-mailed, faxed, delivered or mailed.

E-mail: [sdhanju-dhillon@torkinmanes.com](mailto:sdhanju-dhillon@torkinmanes.com)

Please include in the Subject line:

“Application for The Roger Fisher Negotiation Training Scholarship”

(Remember to attach the Application Form and supporting letters, if any.)

Fax: 1-877-689-3896 (Be sure to include a fax cover page.)

Mailing/Delivery Address:

The Roger Fisher Negotiation Training Scholarship  
c/o Sumeet (Sonu) Dhanju-Dhillon  
Torkin Manes LLP  
151 Yonge Street, Suite 1500  
Toronto, ON M5C 2W7

Candidates may be invited, in the discretion of the Committee, for a telephone or an in-person interview.

The person selected to receive the Scholarship will be notified and all applicants will be informed of the outcome.





C. Equality, Diversity and Inclusion - The Roger Fisher Negotiation Training Scholarship is committed to promoting equality, diversity and inclusion. To help ensure these principles are considered in our process we are including the following voluntary questions.

**Voluntary Question:**

- Male
- Female
- Choose not to identify
- Other \_\_\_\_\_

**Voluntary Question:** Please check any of the following characteristics that apply to you:

- Indigenous (including First Nations, Inuit, Métis)
- Racialized
- 2SLGBTQIA+
- Francophone
- Person with a Disability
- Other \_\_\_\_\_

D. Please list the following information for each letter of support that accompanies this Application and attach those letters to this Application. *(if more space is needed please use additional pages)* ***(please print clearly or attach a typed document)***:

1. Author: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Organization/Company: \_\_\_\_\_

2. Author: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Organization/Company: \_\_\_\_\_

3. Author: \_\_\_\_\_ Date: \_\_\_\_\_

Name of Organization/Company: \_\_\_\_\_

## Confirmations and Consents

By signing below, the Applicant:

(1) confirms:

- (a) the accuracy of all of the information provided in this Application; and
- (b) the authenticity of the supporting letters submitted with this Application.

(2) consents to:

- (a) The Roger Fisher Negotiation Training Scholarship Committee, if it decides to do so in its sole discretion, contacting the authors of the supporting letters for confirmation and/or additional information; and
- (b) publication of the Applicant's name, the name of the Applicant's organization(s) and/or company(ies), information about the Applicant, and photographs taken in connection with the Scholarship presentation.

Date: \_\_\_\_\_, 2023

Signature: \_\_\_\_\_

Print Name \_\_\_\_\_

**Email:** [sdhanju-dhillon@torkinmanes.com](mailto:sdhanju-dhillon@torkinmanes.com)

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**Fax:** 1-877-689-3896

***Mailing/Delivery Address:***

The Roger Fisher Negotiation Training Scholarship Committee

c/o Sumeet (Sonu) Dhanju-Dhillon

Torkin Manes LLP

151 Yonge Street, Suite 1500

Toronto, ON M5C 2W7