

Timothy M. Dayonot

3075 Citrus Circle, Suite 115, Walnut Creek, CA 94598 / (925) 262-8372 / (925) 285-4374 (cell) / dayonot@haas.berkeley.edu

EDUCATION

- ◆ **Master in Public Administration**, Harvard University, Kennedy School of Government [1990]
Coursework in negotiations. Additional training in negotiations/mediation:
 - *Negotiation Skills for Lawyers*, Program on Instruction for Lawyers, Harvard Law School
 - *Dealing with Difficult Negotiators*, Mass. Institute of Technology
 - *Negotiating Environmental Agreement* (mediation), Mass. Institute of Technology
 - *Teaching Negotiations*, Program on Negotiation at Harvard Law School
 - *Negotiation for Senior Executives*, Program on Negotiation at Harvard Law School
- ◆ **Juris Doctor**, University of San Francisco School of Law [1979]
- ◆ **B.A.**, Political Science (with honors), San Francisco State University [1975]
- ◆ **Mediator certification**, Community Mediation Program/Garamendi Act Program, Peninsula Conflict Resolution Center, San Mateo, CA . Also completed a facilitation skills workshop sponsored by this organization. [1992]

ACADEMIC EXPERIENCE

- ◆ **Faculty, U.C. Berkeley, Haas School of Business, MBA Program** [Fall 1998 - current]
Continuing appointment status since 2005. Have taught negotiations and conflict resolution for a total of 14 semesters (part-time) in the day, evening and weekend MBA program. Regularly recognized for excellence in teaching.
- ◆ **Adjunct Faculty, U.C. Berkeley, Goldman School of Public Policy** [Fall 2005 - current]
Teach a full-semester public policy negotiations (including mediation). Also taught a negotiation workshop at Goldman in Spring 2000.
- ◆ **Adjunct Faculty, U.C. Berkeley, Boalt Hall School of Law**
Taught a full-semester negotiations course in Fall 2001 and Spring 2004. Will be teaching a advanced negotiation course at U.C. Hastings College of the Law in Spring 2007.
- ◆ **Stanford University**
 - Co-trainer, Workshop on Negotiations (legal continuing education), Stanford Law School [1993]
 - Teaching consultant, Gould Center, Stanford Law School [2004]
 - Guest Lecturer, Stanford Law School & Stanford School of Engineering, debriefing joint exercise [2004]
 - Guest Lecturer, Public Policy Negotiations, Advanced Negotiation Course, Stanford Law School [2005]
- ◆ **Other Academic Experience:**
 - *University of San Francisco*, MBA Program, Taught negotiations and communications. [1995-98]
 - *St. Mary's College*, MBA Program. Taught international negotiations. [1997]
 - *Coro Public Policy Fellowship*, San Francisco. Taught negotiations workshops for this public policy/administration graduate program for individuals aspiring to work in the government/public sector

OTHER NEGOTIATION RELATED ACTIVITIES [partial list]

- ◆ **Hastings College of the Law**, Presenter, Conference on the Teaching of Negotiations [2003]
- ◆ **State Bar of California**, Member, Committee on Alternative Dispute Resolution [2001-04]

NEGOTIATION TRAINING/MEDIATION/FACILITATIO N EXPERIENCE [non-academic]

◆**Partial List:** Mediation Case Manager, Peninsula Conflict Resolution Center (San Mateo, CA); Mediation trainer, Peninsula Conflict Resolution Center (San Mateo, CA); Los Angeles County Dept. of Social Services; Metricom Incorporated; Calif. Dept. of Community Services & Development; National Asian American Telecommunications Association; Peninsula Conflict Resolution Center, Calif. Employment Development Department; Chevron Corporation (employee transition program); Fresno Community Action Agency; San Francisco Public Utilities Commission; San Francisco Controller's Office; San Mateo County Democratic Central Committee; San Mateo Real Estate Board; Contra Costa County Human Relations Commission; San Francisco Mission Housing Development Corporation; San Francisco International Airport; S.F. Career Resource Development Center; City of Milbrae; City of Pacifica; National Public Radio Annual Conference; CAP-LAW (Community Action Program) legal training conference (San Diego).

PUBLICATIONS

◆*Lawyer's Guide to Alternative Dispute Resolution* (December 2004), *Consumer Guide to Alternative Dispute Resolution* (December 2004). Served on the Alternative Dispute Resolution Committee of the State Bar of California that, as a group, researched and wrote these two publications.

PROFESSIONAL EXPERIENCE

◆**Owner, Dayonot Associates** [January 2006 - current]

Negotiations training/consulting, mediation and community relations services. Academic teaching in negotiations and mediation. Offices in Walnut Creek, California.

◆**Director, California Dept. of Community Services & Development (CSD)** [1/00 – 11/05]

Appointed by Governor Davis as CSD Director and continued under Governor Schwarzenegger for two years. Since 2000, administered nearly \$1 billion total in federal and state community service programs, including the Community Services Block Grants Program, Low Income Energy Assistance Program, Department of Energy Weatherization Program and the Naturalization Services Program. Leading a staff of more than 100, duties included overall administrative management, representing the Governor at meetings, hearings and conferences, developing new sources of funding, coordinating services with other state and federal agencies and addressing the needs of the more than 100 community based organizations and local governments funded by the department. Successfully mediated disputes, including resolving complex funding distribution formulas concerning hundreds of millions in federal funds. Also, mediated disputes between utility companies and community based organizations. Conducted several negotiations workshops for state staff and the leadership of organizations funded by CSD.

◆**Gov't & Public Affairs Manager, San Francisco Public Utilities Commission** [1994-99]

This entity supplies water to San Francisco Bay Area communities, generates hydroelectric power and manages San Francisco's wastewater system. Duties included legal and public policy negotiation/mediation advising, legislative advocacy, government relations, community relations and serving as media spokesperson. Mediated/facilitated disputes on a variety of land-use and environmental disputes. Conducted negotiations trainings for senior managers and legal staff. Assisted other City departments plan their negotiations. Mediated disputes between the Commission and stakeholder groups.

◆**Consultant, Conflict Management Inc.** [1997-2000]

Part-time, contract position. CMI (name changed to ThoughtBridge) is a negotiations and process management consulting and training firm headquartered in Cambridge, Mass. Provided negotiation training and consulting. This firm was founded by Roger Fisher, Professor Emeritus, Harvard Law School, who co-authored the best-selling negotiations book "*Getting to Yes*".

◆**Principal, Dayonot Associates** [1992-93]

Community and government relations, negotiations advising, training and mediation. During this period, also provided government and community relations services for the University of California, San Francisco, including work on public involvement, outreach and managing community opposition to campus expansion.

◆ **Community & Gov't Relations Representative, University of California, San Francisco** [1988-89]

Duties/responsibilities:

- Liaison to local political and government officials
- Analyzed legislation and regulations
- Represented the campus at meetings, hearings, special events, etc.
- Mediated/facilitated disputes with neighborhood and community organizations

◆ **Government Relations Manager, United Way of the Bay Area** [1983-87]

Held two positions: first as Media Relations Coordinator, later as Government Relations Manager.

Governmental relations duties:

- Analyzed local, state and federal regulations and legislation
- Lobbied government leaders and wrote and distributed legislative bulletins
- Organized efforts to support/oppose government action
- As media relations coordinator, provided public relations support for annual fundraising campaign

◆ **Community Relations Representative, California Governor Jerry Brown** [1979-83]

Duties/responsibilities:

- Represented the Governor at meetings, hearings, special events, etc.
- Served as liaison to with community organizations, constituents, etc.
- Mediated disputes with selected community based organizations
- Advised the Governor on selected appointments to state posts
- Public policy and legislative analysis on selected issues

◆ **Senate Aide, California State Senator George Moscone** [1974-75]

Worked in two positions; first as a senate aide, then on the campaign staff of the senator's successful bid for mayor of San Francisco. Duties:

- Represented the senator at community meetings and special events
- Constituency problem-solving and issues research and analysis

CIVIC & COMMUNITY INVOLVEMENT (partial list)

◆ **Chair, Low Income Oversight Board, Calif. Public Utilities Commission.** [2002-2005]

Provides guidance to the CPUC on their multi-million dollar low-income utility programs.

◆ **Chair, Contra Costa County Human Relations Commission.** [1994-96]

Appointed to this commission by the Contra Costa County Board of Supervisors.

◆ **Member, San Francisco - Manila Sister City Committee.** [1980 - current]

Appointed to this body by Mayor's Feinstein and Jordon. Re-appointed by Mayor Willie Brown and continued under Mayor Gavin Newsom. Accompanied both Jordon and Brown to the Philippines on trade missions.

◆ **Board Member, California State Board of Accountancy.** [1983-87]

Appointed by Governor Jerry Brown to this position. This state regulatory agency governs the CPA profession in California. Chair, Government Relations Committee.