

Biography of Timothy M. Dayonot

University of California, Berkeley. Since 1998, he has taught negotiations at U.C Berkeley's Haas School of Business (MBA Program). He also teaches negotiations at U.C. Berkeley's Goldman School of Public Policy (since 1996), has taught negotiations at U.C Berkeley's Boalt Hall School of Law and has presented negotiations seminars at U.C. Berkeley's School of Public Health, at the campus Career Placement Center (salary negotiations) and for the Haas Alumni Network.

Stanford University. He co-taught a continuing education (MCLE) negotiation workshop at Stanford Law School with the former associate director of the Stanford Center on Conflict & Negotiation and served as a teaching consultant to Stanford Law School's Gould Center on Dispute Resolution. Further at Stanford Law school, he guest-lectured their advanced negotiation class and presented a negotiations workshop for Stanford Medical School's Women in Medicine Program.

Professional Experience. He worked as the Government & Public Affairs Manager for the S. F. Public Utilities Commission, where his duties included serving as their negotiation advisor and negotiations advisor to the S.F. Mayor's Office. As a Government & Community Relations Representative for U.C. San Francisco, he managed and mediated campus conflicts with local communities. Further, he has served as a contract consultant for CMI (Conflict Management, Inc.) a negotiation consulting firm founded by Harvard Professor Roger Fisher, the co-author of the best selling negotiations book "Getting to Yes".

Served Three California Governors. He served as an aide to former California Governor Jerry Brown where his job included negotiating on behalf of the Brown Administration. In 2000, he was appointed by Governor Gray Davis as the Director of the California Department of Community Services and Development, a position he also served in for nearly two years under Governor Schwarzenegger. In this position, he conducted negotiation trainings for state departments and successfully used mediation to resolve complex multi-million dollar public policy and legal disputes.

Public Service. He served a four-year term on the California State Board of Accountancy and led a bargaining team that negotiated a labor contract for the Office & Professional Employees International Union, Local 3, AFL-CIO. An experienced mediator, he served a three-year term on the State Bar of California's Alternative Dispute Resolution Committee. He also served as the Chair of the Contra Costa Human Relations Commission and as Chair of the Low Income Oversight Board of the California Public Utilities Commission.

Dayonot Associates. He left his position as the Director of the California Dept. of Community Services & Development to form his own negotiation training/consulting firm. His clients have included Expedia, Sybase, Amgen, U.C. San Francisco Medical School, Stanford Medical School, Paragon Real Estate Group, Northrop Grumman, The Office of the Attorney General of Texas, National Public Radio, Western Bankers Association, S.F. International Airport, Paragon Real Estate, Chase International and The Grubb Company. His private negotiations trainings have been approved by the State Bar of California for continuing legal education credits.

Education. He holds a Master in Public Administration from Harvard University, Kennedy School of Government, and a Juris Doctor from the University of San Francisco School of Law. Aside from his negotiation studies at the Kennedy School, he received negotiations training from the Program on Negotiations at Harvard Law School, the Program on Instruction for Lawyers at Harvard Law School and the Public Disputes Program at MIT. [end]