



# FACT SHEET

## U.S. Air Force Fact Sheet

### NEGOTIATION CENTER OF EXCELLENCE

The U.S. Air Force Negotiation Center of Excellence (NCE) was created in 2005 through a Memorandum of Agreement between the Secretary of the Air Force General Counsel Alternative Dispute Resolution Office and the Commander of Air University at Maxwell Air Force Base, Ala.

The NCE is an embedded center within the Air Force Culture and Language Center, part of AU's Spaatz Center. Cross-culturally adaptable negotiation skills are a universal leadership skill required by all Airmen, whether civilian, enlisted or officer. The Air Force's key leadership document, AFDD 1-1 "Leadership and Force Development" includes negotiations as a key leadership skill that not only helps lead People and Teams, but also fosters collaborative relationships.

The mission of the NCE is to design and deliver culturally adaptable education, training, and research in negotiation methods and techniques that foster collaborative relationships, build partnerships, and lead to interagency solutions. NCE offers in-residence instruction at Maxwell AFB, as well as site-based or distance learning opportunities tailored to audience needs, from introductory through advanced cross-cultural negotiating techniques.

NCE provides direct Professional Military Education support through Master's-level electives at Air War College and Air Command and Staff College on Negotiating / Mediation Essentials and Cross-Cultural Negotiation. At the Barnes Center and other PME and Professional Continuing Education institutions, NCE offers lectures, delivers exercises and simulations, and provides coursework on negotiation and leadership. The NCE also provides support to the Air Force's Air Advisor Course, the AFCLC's General Officer Pre-Deployment Acculturation Course, the Pentagon Action Officer and Secretary of the Air Force International Affairs, as well as to many other Air Force and Joint military communities. At Maxwell, NCE delivers seminars and presentations, as well as conducts real-world mediation in support of the 42<sup>nd</sup> Air Base Wing Equal Employment Opportunity Office.

- A. "Practical Guide to Negotiating in the Military." Thirty-two page primer.
- B. Nine-Module Series of DVD lectures and computer-based exercises. In use by Air Force and Army trainers.
- C. "Warrior/Negotiator: No Longer an Oxymoron, but a Necessity". Fifty-two page primer on negotiations.
- D. Afghan Avatar-based cross-cultural negotiations exercise for use in the Air Adviser course (under development).
- E. Bengalia paper-based multi-party negotiations scenario (Air War College).
- F. The "Offer Game" and the "Pentagon Peer-Plexer" negotiating game.
- G. Faculty advisor to multiple AWC award-winning Professional Studies Papers.
- H. Awarded the 2010 SAF/GC Award on ADR Teaching

More information and resources are available at <http://negotiation.au.af.mil>, or call 334-953-6095.