

## Timothy M. Dayonot

**University of California, Berkeley.** He teaches negotiations and conflict resolution at U.C. Berkeley's Haas School of Business (MBA Program) and negotiations at U.C. Berkeley's Goldman School of Public Policy. He also has taught negotiations at the U.C. Berkeley School of Law. One of his areas of specialty is salary negotiations.

**Stanford University.** At Stanford Law School, he co-taught a negotiation workshop sponsored by the Stanford Center on Conflict & Negotiation and served as a teaching consultant to Stanford Law School's Gould Center on Dispute Resolution. Further, he guest-lectured at Stanford Law School's advanced negotiation class, presented a negotiations workshop for Stanford Medical School's Women in Medicine Program and taught negotiation workshops for Stanford Continuing Studies.

**Professional Experience.** As a Government & Community Relations Representative for U.C. San Francisco, he managed campus relations with local communities and elected officials. He served as the Government & Public Affairs Manager for the S. F. Public Utilities Commission and as a negotiations advisor to the S.F. Mayor's Office.

**Served Three Governors.** He served as an aide to California Governor Jerry Brown and was appointed by Governor Gray Davis as the Director of the California Department of Community Services and Development (CSD), a position he also served in under Governor Arnold Schwarzenegger. In addition to managing the CSD, he conducted negotiation trainings for state departments and successfully used mediation to resolve complex public policy and legal disputes.

**Civic Involvement.** He was appointed by Governor Jerry Brown to the California State Board of Accountancy. An experienced mediator, he served on the State Bar of California's Alternative Dispute Resolution Committee, Chair of the Contra Costa Human Relations Commission and Chair of the Low-Income Oversight Committee of the California Public Utilities Commission.

**Community Service.** He is the Vice-President of the Board of the International Hotel Senior Housing Inc., a historic 15 story senior low-income complex in San Francisco's Chinatown. He is also the Board Chair of the Asian Pacific American Leadership Foundation, a non-profit that trains Asian-Americans to run for elected office ([www.apalf.org](http://www.apalf.org)).

**Labor Negotiations.** He led a bargaining team that negotiated a labor contract for the Office & Professional Employees International, Local 3, AFL-CIO.

**Negotiations Trainer & Consultant.** He operates Dayonot Associates, a negotiation training/consulting firm. He also provides 1-on-1 negotiation consulting services for job applicants.

His clients have included U. C. Office of the President, Expedia, Hotwire, Sybase, Amgen, Cohesity, U.C. San Francisco Medical School, Paragon Real Estate, Northrop Grumman, Center for Environmental Design (U.C. Berkeley), The Office of the Attorney General of Texas, National Public Radio, Western Bankers Association, S.F. International Airport, Chase International, The Grubb Company and several CPA firms and non-profits. His negotiations trainings have been previously approved by the State Bar of California for continuing legal education. His firm also mediates public and private disputes.

**Education.** He holds a Master in Public Administration from Harvard University, Kennedy School of Government, a Juris Doctor from the University of San Francisco School of Law and received negotiations training at 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.