



INTERNATIONAL RIGHT OF WAY ASSOCIATION

19750 S. Vermont Ave, Suite 220
Torrance, CA 90502
Phone: (310) 538-0233
www.irwonline.org

Coming Soon!

Course 220: Cultural Awareness

Course 220: Cultural Awareness

Course Description:

The purpose of this two-day course is to provide a foundation for providing culturally relevant land management services to Native people of North America.

This course introduces the importance of recognizing, understanding and respecting all cultures; how Cultural Awareness impacts personal and professional development and practices; how to value, manage, interact and deal with individuals of diverse cultures; how to provide culturally competent and informative services; and how cultural awareness benefits and assists negotiators in effectively building relationships, establishing trust, and competently perform and obtain positive results in land acquisition.

At the conclusion of this course, participants will be able to:

- Demonstrate an understanding of the importance of cultural awareness to every individual's personal and professional developments and practices.
- Define culture and identify its components.
- Identify elements of culture that meet basic human needs.
- Demonstrate an understanding of their shared and individual cultures and how it impacts their personal and professional development and practices.
- Demonstrate an understanding of the general history of land acquisition as it relates to Native people.
- Identify accurate information about Native cultural worldview.
- Identify some of the unique issues impacting negotiations and other service delivery to Native people.
- Identify resources within the Native community to assist the agent in effective service delivery.
- Identify possible barriers to effective cross-cultural interactions, and possible solutions to these barriers.
- Identify essential elements that contribute to their proficiency in negotiating with Native people.
- Identify and utilize strategies for improving negotiation and other service delivery to Native people.

Course Tuition Includes:
Participant's manual

Recommended Materials:
"Successful Communication and Negotiation" - Textbook

Who Should Take This Course:
This course is intended for right of way practitioners and individuals who are in the process of providing land management services to diverse cultures.

Last Name	First Name
Title	
Company Name	
Address	
City, State, Zip	
() -	<input type="checkbox"/> Yes <input type="checkbox"/> No
Phone	Member
Member ID Number	
Email Address	

If payment includes the fees registrants other than yourself check here
 (Please submit names of other registrants on a separate paper along with this form)
 Will you also be attending? Yes No

Member Tuition	Non-Member Tuition	Total Tuition Amount Due
\$415.00	\$520.00	\$_____

Total Member Registrants: _____
Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: _____
 Amex MC Visa Card #: _____ Exp: _____ 3-Digit CVV: _____
 Signature: _____ Amount to be Charged: _____

Course 220: Cultural Awareness

Sponsor: IRWA Chapter 46
Date: March 9-10, 2010
Time: 8:00 AM - 5:00 PM Daily
City: Reno, NV

Class Location:
 NV Energy
 6100 Neil Road
 Reno, NV 89511
 Phone: (775) 332-6500

Four Ways to Register:
Online: www.irwaonline.org
Fax: 310-538-1471
Phone: 310-538-0233 x138
Contact Coordinator

Cancellation Policy: All classes scheduled by IRWA chapters are subject to cancellation. All class registrants are encouraged to contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be canceled at any time at the chapter's discretion. Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid course registration, if any, and IRWA and its chapters assume no other registrant liability resulting from class cancellation. Please see irwaonline.org for complete policy details.

Refund Policy: Written notification of intent to cancel registration must be received by both the Course Coordinator and World Headquarters Staff prior to the class start date in order to be eligible for a tuition refund. **100% refund** if notice is received 15 days or more prior to class start date; **75% refund** if notice is received less than 15 days prior; **no refund** will be issued for notice received on or after class start date.

Accommodations:
 www.hotels.com

Recommended:
 The Atlantis, South Virginia Street, Reno, NV 89502
 Phone: (775) 825-4700

Course Coordinator:
 Karen SooHoo
 975 Roberta Lane, Suite #104B
 Sparks, NV 89431
 Phone: (775) 332-6500
 Fax: (775) 332-6510
 Email: karen@property-specialists.net

About the Facilitator:

Clyde B. Johnson, SR/WA, is the Director of Real Estate Services for TBE Group, Inc. after retiring from the Federal Highway Administration with over 30 years of service. He served in the United States Air Force from 1966 until 1969 and began his career in Right-of-Way with the Georgia Department of Transportation in 1973. He served in the Office of Real Estate Services, Washington Office from 1998 through 2002 and was responsible for FHWA's National Training Program and the Highway Beautification Program. He served as the Realty Officer and Project Development Manager (Right-of-Way, Utilities and Environment) in FHWA's Georgia Division from 1986 until 1998 and again from 2002 until his retirement in 2005. He received his B.B.A. and M.B.A. degrees in Real Estate from Georgia State University. He has been a member of the International Right of Way Association (IRWA) since 1978 with a Senior Member Designation (SR/WA) since 1983. He has served as Chairman of the International Transportation Committee and as a Member-at-Large on the International Relocation, Environment and Utilities Committee. In 2002 he was elected as a Trustee on the Right of Way International Education Foundation and the IRWA Editorial Advisory Board. He has published numerous articles on transportation, environmental and outdoor advertising issues and received the IRWA Mark A. Green Scholarship Award in 1991 and 1994. In 1995, he received the IRWA's Frank C. Balfour "Professional of the Year" Award. He has served in IRWA's Carolina's Chapter 31 and in Georgia's Chapter 22. He is a Certified Instructor for the IRWA, the National Highway Institute and served as an instructor for FHWA's Technical Assistance Workshops. He has served as a part-time faculty member in the School of Business, Department of Real Estate at Georgia State University.