



Negotiating Individualized Education Programs: A Guide for School Administrators

Matthew J. Jennings

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Negotiating is both an art and a science that requires specific knowledge and skills. Few school administrator preparation programs provide training in negotiating skills. As a result, when faced with the need to negotiate, most school administrators rely on the negotiating skills they have learned from other life experiences. While these strategies may work well when attempting to purchase a car, such skills often leave Individualized Education Plan meeting participants feeling dissatisfied, worn out, and alienated. This book prepares school administrators to successfully negotiate complex deals between parents and school personnel. Clear step-by-step guidelines for preparing and leading these types of meetings are described.

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