

Negotiation Training Courses for Natural Resource Professionals

Offered by the U.S. Geological Survey, Fort Collins Science Center,
Policy Analysis and Science Assistance Branch

Where: Fort Collins Science Center (FORT), Fort Collins, Colorado

FORT's Policy Analysis and Science Assistance Branch (PASA) has been conducting and publishing research on multi-party natural resource negotiation since the 1980s. This research has led to the development of basic and advanced negotiation training courses. Each course is two-and-a-half days.

Both courses are a mix of lecture, hands-on training, and discussion. Please join us and other natural resource professionals facing similar problems and share your experiences. Come prepared to candidly discuss examples of successes to embrace, stalemates to recognize, and pitfalls to avoid in natural resource negotiations.



Negotiation Skills for Natural Resource Professionals: Building a Foundation

Dates: **2009**
April 7-9
May 19-21
2010
April 13-15
May 11-13
2011
April 12-14
May 10-12

Cost: \$650

At this course, participants will

1. Become well-versed in different types of negotiations, negotiation styles, and strategies
2. Understand how to best communicate interests and objectives
3. Learn to successfully analyze and assess the knowledge and interests of the other parties

After this course, participants will be prepared to

1. Employ the communication skills that are essential to a successful negotiation
2. Understand and apply different strategies and tactics
3. Reframe an issue and aim toward moving a discussion toward resolution

Strategies and Tactics for the Experienced Natural Resource Negotiator

Dates: **2009**
September 15-17
2010
September 14-16
2011
September 13-15

Cost: \$750

At this course, participants will

1. Diagnose natural resource negotiations
2. Plan multi-party, long-term negotiations
3. Select, assemble, and lead an effective negotiation team
4. Obtain and apply technical information in a negotiation process

After this course, participants will be prepared to

1. Successfully lead a negotiating team
2. Apply negotiation strategies to a variety of management situations
3. Coach others in the negotiation process



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Visit our webpage:

<http://www.fort.usgs.gov/Products/Training/>