

# Negotiation Training Courses for Natural Resource Professionals

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

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

FORT's Social and Economic Analysis Branch (SEA) 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.



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:** 2018 April 24-26  
2019 April 23-25  
2020 April 21-23

**Cost:** \$950

### **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:** 2018 November 13-15  
2019 November 12-14  
2020 November 10-12

**Cost:** \$950

### **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:**

<https://www.usgs.gov/centers/fort/education>

