



U.S. Fish & Wildlife Service

# National Conservation Training Center

*Conserving the Nature of America*

## CLM8135 - Negotiation Skills for Conservation Professionals: Building a Foundation

Course Code	CLM8135
Course Title	Negotiation Skills for Conservation Professionals: Building a Foundation
Description	<p><b>Description:</b></p> <p>This 3-day course seeks to build fundamental skills for negotiating. Provided by the U.S. Geologic Survey, Fort Collins Science Center, this class will be held at the National Conservation Training Center in Shepherdstown, West Virginia.</p> <p><b>Course Design and Process:</b></p> <p>This course is a dynamic mix of lecture, hands-on training, and discussion. During the training session, participants will apply what they learn to real-life scenarios and be evaluated by an expert panel of experienced negotiators. Course materials include a training handbook and online readings.</p> <p><b>Course Objectives:</b></p> <p>This training course provides participants with the basic principles, skills, and techniques used in natural resource negotiation so that they can more effectively plan for and participate in these processes. During the training session, participants will apply what they learn to real-life scenarios and be evaluated by an expert panel of experienced negotiators.</p> <p><b>Target Audience:</b></p> <p>FWS employees engaged in natural resource negotiations including landscape conservation cooperatives, biologists, and project leaders.</p>
Delivery Method	Instructor Led
Non-FWS Fee	\$597.00
Instructional Hours	24
Credits/CEUs	2.0
Course Content Contact	julie_study@fws.gov; (304) 876-7651; <a href="mailto:julie_study@fws.gov">julie_study@fws.gov</a>
Curriculum Category	<b>Communications</b>
Course Frequency	Once per year
Registration Link	<b>Register in DOI Talent</b>
DOI TALENT Course Type	ILT
College Credit Name	Semester Hours
College Credit Value	1

### Schedule: CLM8135 - Negotiation Skills for Conservation Professionals: Building a Foundation

Start	End	Session Information	Location	Session Contact
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11/27/2018	11/29/2018	For registration questions contact: <a href="mailto:katie_poston@fws.gov">katie_poston@fws.gov</a> For course content questions contact: <a href="mailto:blaine_eckberg@fws.gov">blaine_eckberg@fws.gov</a>	National Conservation Training Center (NCTC)	<a href="mailto:katie_poston@fws.gov">katie_poston@fws.gov</a> 304-876-7477 <b><a href="mailto:katie_poston@fws.gov">katie_poston@fws.gov</a></b>
05/07/2019	05/9/2019	For registration questions contact <a href="mailto:wendy_contrael@fws.gov">wendy_contrael@fws.gov</a>	Carlsbad, CA	