



U.S. Fish & Wildlife Service

National Conservation Training Center

Conserving the Nature of America



CLM8136 - Strategies and Tactics for the Experienced Conservation Negotiator

Course Code	CLM8136
Course Title	Strategies and Tactics for the Experienced Conservation Negotiator
Description	<p>This training course presents participants with advanced principles, skills, and techniques used in natural resource negotiation. The focus of the course is strategy development and effective management of negotiating teams. Previous negotiating experience and the Negotiation Skills for Conservation Professionals: Building a Foundation (CLM8135) course are prerequisites for this course. If you have not attended the prerequisite course, please consult with the course leader before registering.</p> <p>OBJECTIVES:</p> <p>Participants will:</p> <ul style="list-style-type: none"> • Diagnose natural resource negotiations • Plan multi-party, long-term negotiations • Select, assemble, and lead an effective negotiation team • Obtain and apply technical information in a negotiation process <p>After this course, participants will be prepared to:</p> <ul style="list-style-type: none"> • Successfully lead a negotiating team • Apply negotiation strategies to a variety of management situations • Coach others in the negotiation process <p>TARGET AUDIENCE:</p> <p>Conservation professionals 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	Linda Lufkin; linda_lufkin@fws.gov; (304) 876-7484; linda_lufkin@fws.gov
Curriculum Category	Communications
Course Frequency	As needed
Registration Link	Register in DOI Talent
DOI Talent Course Type	ILT
College Credit Name	Semester Hours
College Credit Value	1

Schedule: CLM8136 - Strategies and Tactics for the Experienced Conservation Negotiator

Start	End	Session Information	Location	Session Contact
8/27/2019	8/29/2019	For registration questions contact: amanda_cucchi@fws.gov For course content questions contact:: ora_dixon@fws.gov	National Conservation Training Center (NCTC)	amanda_cucchi@fws.gov