



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	<b>CLM8135</b>
Course Title	<b>Negotiation Skills for Conservation Professionals: Building a Foundation</b>
Description	<p><b>Target Audience:</b> U.S. Fish and Wildlife Service employees engaged in natural resource negotiations, including landscape conservation cooperatives staff, biologists, and project leaders.</p> <p><b>Summary and Objectives:</b> This training course provides participants with the basic principles, skills, and techniques used in natural resource negotiation. This setting supports in-depth analysis of collaborative decision making processes with a mix of lectures, hands-on training, and discussions. During the final class exercise, students develop group presentations based on real-life negotiation examples and receive feedback from the instructors and classmates. Course materials include a training handbook and online readings. No previous negotiation experience is required, although many participants have had some exposure to natural resource negotiations. This class is provided by the U.S. Geological Survey - Fort Collins Science Center, and the National Conservation Training Center.</p> <p>Upon completion of this course, participants will be able to:</p> <ul style="list-style-type: none"> <li>• Become well-versed in different types of negotiations, negotiation styles, and strategies.</li> <li>• Learn how to analyze and assess knowledge and interests of other parties.</li> <li>• Understand how to best communicate interests and objectives.</li> </ul>
Delivery Method	Instructor Led
Non-FWS Fee	\$597.00
Instructional Hours	24
Credits/CEUs	2.0
Course Content Contact	Julie Study: <a href="mailto:julie_study@fws.gov">julie_study@fws.gov</a> ; (304) 876-7651
Curriculum Category	<b>Communications</b>
Course Frequency	Once per year
Registration Link	<b>Register in DOI Talent</b>
DOITALENT 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
4/21/2020	4/23/2020	For registration questions: <a href="mailto:amanda_cucchi@fws.gov">amanda_cucchi@fws.gov</a> For course content questions: <a href="mailto:ora_dixon@fws.gov">ora_dixon@fws.gov</a>	Fort Collins, CO	<a href="mailto:amanda_cucchi@fws.gov">amanda_cucchi@fws.gov</a>
8/24/2020	8/26/2020	For registration questions: <a href="mailto:amanda_cucchi@fws.gov">amanda_cucchi@fws.gov</a> For course content questions: <a href="mailto:ora_dixon@fws.gov">ora_dixon@fws.gov</a>	National Conservation Training Center (NCTC)	<a href="mailto:amanda_cucchi@fws.gov">amanda_cucchi@fws.gov</a>