



U.S. Fish & Wildlife Service

National Conservation Training Center

Training Announcement

Negotiation Skills for Conservation Professionals: Building a Foundation

CLM8135

Course Description

This training course provides participants with the basic principles, skills, and techniques used in natural resource negotiation. Provided by the U.S. Geological Survey, Fort Collins Science Center, this class will be held at the National Conservation Training Center in Shepherdstown, West Virginia. During the final class exercise, students develop group presentations based on real-life negotiation examples and receive feedback from the instructors and classmates. This setting supports in-depth analysis of collaborative decision making processes. No previous negotiation experience is required, although many participants have had some exposure to natural resource negotiations.



Objectives

During this course, participants will:

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

Dates

October 31 - November 2, 2017

Location

National Conservation Training Center
Shepherdstown, WV

Who Should Attend

Conservation professionals engaged in natural resource negotiations including landscape conservation cooperatives, biologists, and project leaders.

Length

24 hours

Tuition

Tuition is prepaid for FWS, NPS and BLM employees.

To Register

Register online at <http://training.fws.gov> using DOI Learn, the Department of the Interior's Learning Management System.

Contact

For registration questions:

Marilyn Williams
Training Tech
304.876.7940
marilyn_williams@fws.gov

For course content questions:

Linda Lufkin
NCTC Course Leader
304.876.7484
linda_lufkin@fws.gov

"I now understand the dynamics of negotiations. The skills I learned in this class have helped me in the real world."