

Negotiation Skills for Project Managers

Professional Development Training from VDOT and ESI International



Negotiation is an invaluable skill for any project manager. Not only do you negotiate agreements with vendors and contractors, but you must effectively negotiate with stakeholders, customers and team members throughout the life of a project. This three-day, highly interactive experience covers the dynamics, processes and techniques of internal and external negotiation situations faced by project managers.

You will learn how to analyze your own and the other party's negotiation style, diffuse conflict and turn it into an advantage, and negotiate more effectively. You will also learn how to negotiate for efficient cost and schedule performance and achieve successful results on time. Participants will receive coaching and feedback from the instructor and the other participants.

By the end of the course, you will have explored the dynamics of both the competitive and collaborative models of negotiation as well as some of the implications of team negotiations. Not only will you gain new skills, but you will gain experience using them in realistic situations.

Learn How To:

- Use competitive and collaborative negotiation strategies with success
- Recover a stalled negotiation using breakthrough techniques
- Adjust your negotiating style to match the preferences of the other party
- Deactivate the impact emotions and focus on finding agreement
- Apply negotiation skills for efficient cost and schedule performance
- Plan strategies to effectively develop and manage collaborative relationships critical to your project

Course Details:

Location: VDOT
NoVa District Training Center,
Mt. Vernon Room
14685 Avion Parkway
Chantilly, VA 20151

Cost: \$879 per person
Date: October 27-29, 2008
Time: 8:00am – 4:00pm
Length: 3 days
PDU's: 21.0

For more information or to register, contact:

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