

Professional Development Training with *Strategy Execution* and *Brazosport College*

Negotiation Skills for Project Managers

Short on lecture and long on practice, this course provides participants the opportunity to experience one-on-one negotiations. You will learn how to analyze negotiation style, diffuse conflict and turn it into an advantage, and negotiate more effectively. 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. To ensure you maintain and build these new skills, the course includes a Personal Action Plan, that will ensure the integration of new knowledge and skills in both your personal and professional life.

Course Details

Length:
3 Day Course
8:00 AM to 4:30 PM Daily

Location:
The Corporate Learning Center (CBIT)
Brazosport College
500 College Drive
Lake Jackson, TX 77565

Delivery methods:
Instructor Led Lecture with Case Studies
and Exercises as applicable

- Continuing Education Units: 2.25
- Professional Development Units (PDUs): 22.5

SEATING LIMITED...
Register today!

Learn More or Register

Center for Business/Industry Training
at Brazosport College

Training Point of Contact:
Savannah Bravo
(979)230-3161



This course includes 5 Key Topics

- Negotiation Fundamentals
- Negotiation in the Project Management Context
- Influencing Styles
- Collaborative Negotiation: The Basic Elements
- Negotiation Challenges and Complexities

Learning Objectives

In this course the participant will learn how to:

- Recognize the naturally occurring structure of a negotiation in order to develop an efficient and effective methodology for preparing and conducting a negotiation
- Explore negotiation in the context of project management
- Leverage your negotiating competencies to improve your strengths
- Gain insight into how to better manage yourself, your emotions and your relationship with the other party
- Better prepare for complex and difficult negotiation situations

Center for Business/Industry Training

cbit@brazosport.edu

(979)230-3050

www.cbitonline.com

TRAINING
PARTNERS:



STRATEGY
EXECUTION™



STRATEGY
EXECUTION
TRAINING
PARTNER:

