



July 18-19, 2022

IRWA Chapter 42 Presents

DATE/TIME

July 18th & 19th, 2022
8:00am-5:00pm

LOCATION

VIRTUAL CLASS
Newrow Conference Call

HOW TO REGISTER

1. Online:
[Click Here](#)
2. Fax:
(866) 388-7419
3. Email:
registrations@irwaonline.org

Contact Course Coordinator:
Sue Turner
at (408) 623-4028
sturner1983@gmail.com

COURSE INSTRUCTORS

Krista Chambers, SR/WA



Cyndi Whelpley, SR/WA



Virtual Course 205: Bargaining Negotiations



Course Description:

This course teaches the skills required to win at bargaining negotiations. Problem-solving negotiations are widely accepted as the preferred type of negotiations. However, successful acquisition professionals must be effective at both bargaining and problem-solving negotiations, so they are thoroughly prepared in the event that they encounter an attorney or property owner who insists upon a hard bargaining stance.

Participants will learn:

- The steps in a bargaining negotiation
- How to analyze the negotiations to determine if they are progressing in a bargaining or problem-solving mode
- How to identify the specific skills and attitudes required of successful bargainers
- How to make the initial offer
- How and when to grant concessions
- How to secure concessions from the other party
- Self-examination, role play and case studies tie negotiations to on-the-job situations

Course Level:

Advanced

Course Tuition:

\$415.00 Member / \$520.00 Non-Member

includes:

Participant Manual

Who should take this course:

This course is designed for right of way professionals who are dedicated to reaching optimum agreements even when they encounter negotiators who pursue more conflict-oriented negotiation styles.

Topics:

- Distinguish between integrative and bargaining negotiations
- Articulate the basic concepts in the funnel technique to integrative negotiations
- Discuss and employ characteristics of successful bargaining negotiations
- Exhibit interpersonal communication skills of successful negotiators
- Understand tough tactics and manipulative ploys and negative outcomes and learn ways to counter or use them to advantage in bargaining negotiations



Registration Form

To register and pay by credit card, please Register Online using our secure website or complete this form and fax to IRWA Headquarters at: (866) 388-7419 or can and email to registrations@irwaonline.org.

Your Information

Name Member Number

Title Company

Street Address

Address 1

City State Zip Code

Phone Fax

E-mail

Course Information

Course Number and Name

Course Start Date Course End Date Course Location

Member Fee Non-Member Fee Late Registration (if applicable) Total

Payment Information

Please confirm my registration by Fax E-mail

Check Credit Card Visa M/C AmEx

Check Number Card Number Expiration Date

Name (as it appears on card) Signature

Class Cancellation & Tuition Refund Policy

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants are encouraged to contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be canceled at any time (for reasons including, but not limited to, insufficient registration, Facilitator emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Refund Policy: Written notification of intent to cancel registration must be received by both the Course Coordinator and Headquarters (koonce@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date; and no refund will be issued for notice received on or after the class start date.

For additional information about IRWA courses, please visit our website at www.irwaonline.org or e-mail DeOnna Koonce at koonce@irwaonline.org.