



Environmental Negotiations Workshop

February 8th -10th 2011



Sponsored by:
Elkhorn Slough Coastal Training Program



Workshop goals: attendees will leave with a better understanding of:

- 1) Basic negotiation concepts and terminology
- 2) The difference between simple negotiations and complex environmental negotiations
- 3) How to prepare and be ready to negotiate before bargaining begins
- 4) How to clarify your interests and alternatives to negotiation to create better outcomes.
- 5) To negotiate in an ethical manner consistent with your principles
- 6) How to manage negotiations and to work on a negotiation team.
- 7) How to manage negotiations and to work on a negotiation team.
- 8) How to close negotiations with agreements that last

Agenda - Day 1

8:30 Registration

Class Orientation
 Purpose
 Objectives
 Agenda
 Introductions
 Teaching Approach

Introduction to Environmental Negotiation
 Background on negotiation
 Negotiation Defined
 How Environmental Negotiations Differ from Normal Negotiations

Negotiation Styles
 Negotiation Styles Self-examination
 Effects of Different Negotiation Styles

Distributive vs. Integrative Negotiations

A Process for Negotiations I - Overview

- Preparation (Planning)
- Active Meeting (Bargaining)
- Closure (Agreement)
- Preparation (Planning)
- Interests
- Alternatives
- Options
- Packages

- Simulation
- Conclusion
- Homework

5:00 Adjourn

Agenda Day 2

8:30 Review Day 1

Orientation to Day 2

A Process for Negotiations II:
Active Meeting (Bargaining)

Managing Complex Negotiations I

Style Considerations in Negotiation

Working with Negotiation teams
Monitoring the progress of the negotiation

Tricks and Tactics I

Interpersonal Skills in negotiations
Verbal Skills
Non-verbal Skills

Simulation – Mt. White Top
Conclusion
Homework

5:00 Adjourn

Agenda - Day 3

8:30 Review Day 2

Orientation to Day 3

A Process for Negotiations III:

Writing sustainable agreements

Monitoring

Mt. White Top Simulation Conclusion

Managing Complex Negotiations II

Skills for Difficult Negotiations

Managing Scientific and Technical Information

Tricks and Tactics II

Ethics in negotiations

Third Party Assistance

Class Evaluation

Conclusion

5:00 Adjourn