

Federal Contract Negotiation Techniques

Course Number: 1016

Length: 3 Days

Primary Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

Course Description

Discover the power of negotiation as a critical tool when seeking the best value for the government. In this course, you will learn your negotiation style, the negotiation process, win-win negotiation techniques, and methods to counter win-lose techniques. You will practice these skills in mock negotiation exercises and will leave the class ready to apply these techniques on the job.

Intended Audience

Contracting officers and contract specialists with little to no negotiation experience and who want to learn more about it.

Client-Provided Facility Requirements

- Internet required for instructor computer

Course Learning Objectives

- Identify and explain concepts associated with the practice of negotiation
- Examine communication issues to enhance negotiations and foster positive professional relationships
- Discover your own negotiation style and identify situations in which different styles are most effective
- Apply the five phases of negotiation to hold a contract negotiation
- Examine how the concepts of power and need influence negotiation strategy and tactics
- Examine key elements of negotiation planning, the negotiation process, and negotiation tactics

Course Additional Features

- Producer Support
- Technical Support Team
- Dedicated In-House Accessibility/Section 508 Compliance
- Student Resource Guides

All details about the Additional Features are available on this page. [Click here to Explore](#)

Course Schedule

DAY ONE

Federal Contract Negotiation Techniques

MORNING	Lesson 1: Introduction to Negotiation
	Lesson 2: Communication
LUNCH	
AFTERNOON	Lesson 2: Communication
	Lesson 3: Negotiation Styles and Outcomes

DAY TWO

MORNING	Lesson 4: The Negotiation Process
LUNCH	
AFTERNOON	Lesson 5: Power, Needs, and Strategy
	Exam

DAY THREE

MORNING	Lesson 6: Negotiation Capstone
LUNCH	
AFTERNOON	Lesson 6: Negotiation Capstone

Learning Methods

Thomas-Kilmann Conflict Instrument (TKI)[®] Assessment, case study, presentation, class discussions, practical activities, and group and individual exercises

Credits

National Association of State Boards of Accountancy (NASBA)

- Field of Study: Finance
- Level: Intermediate
- CPEs: 24

Federal Contract Negotiation Techniques

Professional Development Units (PDUs)

- Credits: 21

Continuous Learning Points (CLPs)

- Credits: 24

Prerequisites

Suggested

- [Cost and Price Analysis](#)

Pework

There is no prework required for this course.

Requirements for Successful Completion

Full (100%) attendance is expected and required. Successful completion of the course depends on full class attendance and active participation in individual and group exercises.

Participants must achieve at least 70% (35 out of 50 points) on the following graded activities:

- Exam
- Participant Rubric

Follow-On Resources

- [Source Selection](#)
- [ACQ 315: Understanding Industry \(Business Acumen\)](#)
- [Changes Under Government Contracts](#)

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Ready to Enroll?



See the most recent course information and scheduled classes at this link:
<https://www.managementconcepts.com/course/id/1016>



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