

Frequently Asked Questions

Course Title: Federal Contract Negotiation Techniques

Course #: 1016

Duration: 3 Days

Delivery Method: Instructor-led live classroom

Alternative Delivery Methods: Instructor-led online (synchronous)

1. What business or organizational need does this course address?

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.

2. Who should attend?

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

3. What will I learn how to do in this course?

- 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

4. What kinds of activities are included in this course?

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

5. Are there prerequisites for this course?

Suggested:

- [Cost and Price Analysis](#)

Frequently Asked Questions

6. Do I have to complete any prework for the course?

There is no prework required for this course.

7. Is this course applicable toward a professional certification?

No, this course is not applicable toward a professional certification. However, many Management Concepts courses do prepare you for professional certification programs. Click [here](#) to see a full list of professional certification programs that are supported by Management Concepts training courses.

8. Does this course count for credit toward a Management Concepts Certificate Program?

No, this course is not applicable toward a Management Concepts Certificate Program. However, many Management Concepts courses do count for credit toward a Management Concepts Certificate Program. Click [here](#) to see a full list of Management Concepts Certificate Programs.

9. What credits do I earn by completing this course?

The following credits are available for this course:

NASBA CPEs: 24

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 1.9

PDUs: 21

CLPs: 24

10. What course(s) do you recommend after I complete this course?

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

11. What are Additional Features?

Most courses and training solutions have **Additional Features** designed to help every learner master and retain the concepts explored in the course. You can see which Additional Features are added to this course on the course page under the **Learning Objectives & Additional Features** tab – and for a more detailed exploration of our Additional Features, you can visit [this web page](#).