

# Frequently Asked Questions

**Course Title:** Techniques of Negotiating Federal Real Property Leases

**Course #:** 1081

**Duration:** 5 Days

**Delivery Method:** Instructor-led live classroom

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

Gain the skills and tactics to negotiate federal real property lease contracts successfully and lawfully to save your agency or organization time, money, and resources. You will learn to make a deal that benefits your organization through experiential exercises where you practice your new negotiation skills and receive observer feedback. This course is a higher-level leasing warrant requirement.

## 2. Who should attend?

This course is designed for federal leasing specialists who have a fundamental understanding of real property leasing and lease proposal cost and price analysis, and are called upon to negotiate real property leases.

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

- Identify key responsibilities and factors affecting negotiation success
- Explain successful strategies for conducting exchanges with lessors prior to negotiations
- Prepare an effective negotiation plan
- Conduct negotiations in noncompetitive situations
- Explain different forms of nonverbal communications and their potential impact on negotiations
- Apply recommended bargaining techniques as part of a successful negotiation strategy
- Successfully execute applicable bargaining tactics in negotiation situations
- Appropriately conduct competitive negotiations with offerors in the competitive range
- Discuss strategies and processes that may be needed as part of postaward negotiation and administration

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

Lecture, discussion, exercises, mock negotiations, and independent readings

## 5. Are there prerequisites for this course?

Suggested:

- [Cost and Price Analysis of Lease Proposals](#)

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- [Federal Real Property Leasing Refresher](#)

## 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: 40

NASBA Field of Study: Finance

NASBA Level: Intermediate

CEUs: 3.2

PDU: 35

CLPs: 40

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

- [Other Transaction Authority \(OTA\)](#)
- [Federal Real Property Leasing Refresher](#)

## 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

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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](#).