COURSE SYLLABUS

Principled Negotiation Skills for Government Leaders (Self-Paced)

Government negotiation involves navigating competing interests, complex stakeholder relationships, and politically sensitive decisions across agencies, legislative bodies, vendors, and internal teams. This topic explores interest-based and principled negotiation approaches for managing high-stakes disputes, multi-party discussions, and power imbalances in the public sector.

> Group classes (Live Online) and onsite training are available for this course. For more information, email onsite@graduateschool.edu or visit: https://www.graduateschool.edu/courses/principled-negotiation-skills-for-government-leaders-self-paced



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Course Outline

Module 1: Principled Negotiation Refresher

- Interests vs. positions in government settings

- Self-assessment: Your default negotiation style

Module 2: Negotiation Styles & Techniques

- Understanding core styles

- Clarifying interests vs. positions

- Building Rapport

- Asking effective questions

Module 3: Power, Politics, and Pressure

- Negotiating from a position of low formal authority

- Handling political pressure without losing principle

- Managing Concessions

Module 4: Hard Conversations at the Table

- Tactics that derail government negotiations

- Naming, reframing, and de-escalating

- Activity: Difficult-tactic response drill

Module 5: Locking in Durable Agreements

- Documenting decisions that survive turnover

- Implementation, monitoring, and renegotiation

- Activity: Draft a one-page agreement memo

Module 6: Capstone — Your Negotiation Playbook

- Capstone Activity: Build a personal negotiation playbook

- Closing: Practicing between high-stakes moments