COURSE SYLLABUS

Principled Negotiation Skills for Government Leaders

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



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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