

Natural Resources Conservation Service

**Leadership Development Framework (LDF)
Foundational Leadership Cluster**

**Influencing and Negotiating
Recommended Curriculum**

Target Proficiency Level: 3.0

Course: You and Your Negotiating Counterpart

Description: We all have emotions, motivations, and unique personalities. You'll need to accept and integrate that into your negotiating strategy. Most people are so busy with their own interests that they do not fully realize the other person's issues. This course will help you build critical components of a good negotiating relationship, including mutual trust, a deeper understanding of where your negotiation counterpart is coming from, a set of techniques to use when faced with different personalities, and a plan for getting them to come along with you.

Modality: Web-Based

Length: 30 minutes

Vendor: SkillSoft

Cost: N/A

Stretch Assignment or Project: Participation in Ambiguous Project

Objectives:

- Practice promoting ideas with confidence, conviction, and enthusiasm, even when faced with resistance
- Employ strategies for persuading others to take a particular course of action or to accept findings, recommendations, changes, or alternative viewpoints

Assignment or Project Considerations:

- Include opportunity to assist or join in a more ambiguous project that requires critical thinking and new ideas
- Encourage sharing of ideas and recommendations, and preparation for defending said recommendations
- Be flexible regarding individual roles, responsibilities, workload, etc.
- Project can be selected based on availability and appropriate relevance
- A more ambiguous project is preferred as it provides more opportunities for identifying and promoting unique ideas and positions

Modality: On-the-job

Length: Dependent on project needs and duration

Vendor: N/A

Cost: N/A