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Course 200: Principles of Real Estate Negotiation

April 18-19, 2023

Virtual Class - Start Time: 8am Eastern



Course 200: Principles of Real Estate Negotiation

Course Description:

This two-day course focuses on a unique blend of the communication skills associated with successful, real-world right of way negotiations. With an emphasis on the practical as opposed to the theoretical, participants will explore their own negotiation skills, habits and styles with the goal of improving settlement rates of right of way acquisitions.

Topics

- Overview of types of negotiations
- Pre-negotiation “must do’s”
- Creating your own individual negotiation style
- Three types of negotiations
- Communicating effectively throughout the negotiation process
- Negotiating with attorneys and other “powerful” owners
- Common issues, tactics, and pitfalls in negotiations
- Preparing for administrative settlements, legal settlements and condemnation

Course Level:

Core

Course Tuition Includes:

Participant Manual

Recommended Materials:

Successful Communication and Negotiation (Textbook)
Available for purchase from IRWA.

Who should take this course:

This course is designed for all right of way practitioners and negotiators who would like to explore their negotiation skills, habits and styles to improve settlement rates of right of way acquisition.

