

Negotiating for Coastal Resources

DAY ONE

9:00—10:15 Welcome, Introduction and
Our Negotiation Roles

10:15—10:30 *Break*

10:30—11:00 When to Negotiate
(or when not to negotiate)

11:00—12:00 What to Negotiate

12:00—1:00 *Lunch*

1:00—2:00 **HOW TO NEGOTIATE**
Moving from Positions
to Interests

2:00—3:00 Separating the People
from the Problem

3:00—3:15 *Break*

3:15—3:45 Inventing Options for
Mutual Gain

3:45—4:30 Overcoming Barriers to
Negotiations,
The Issues(Reframing)

4:30—4:50 Your Personal Negotiation Style

4:50—5:00 Wrap-up & Adjourn

DAY TWO

8:30—9:00 Review of Day 1 and Overview of Day 2

9:00—10:00 Overcoming Barriers to Negotiations, The
People & The Power

10:00—10:15 *Break*

10:15—11:15 Planning and Preparing for Negotiations

11:15—12:00 Practicing Negotiations

12:00—12:30 Evaluating Negotiations

12:30 Adjourn

By the end of the course, participants will be able to:

- Distinguish the roles of advocacy, negotiation, facilitation, education, and outreach and determine when each is appropriate;
- Show how collaborative negotiation strategies may strengthen interagency relationships;
- Apply and practice principled negotiation skills using coastal management and land use case studies;
- Demonstrate techniques to overcome barriers to negotiation;
- Show how to plan and prepare for negotiations; and
- Discuss evaluating negotiation processes and proceeding with next steps.

Negotiating for Coastal Resources January 24-25, 2008

Name _____

Organization _____

Address _____

City, State, Zip _____

Phone _____

E-Mail _____

Space is Limited - Register Early!

Cost: \$25.00 (includes materials and food)

Please make checks payable to:
Citizens for the Protection of Waquoit Bay
(CPWB)
Attn: Laurie Tompkins
P.O. Box 3092
Waquoit, MA 02536

**For additional information
please contact:**

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NEGOTIATING FOR COASTAL RESOURCES

When lines are drawn in the sand, coastal resource professionals need strong negotiation skills. This is a course designed to teach basic negotiation skills and concepts including when to negotiate, what to negotiate, how to prepare for negotiations and how to negotiate interagency relationships, coastal and land use issues.

Negotiating for Coastal Resources is an interactive curriculum designed to provide practical skills and information to coastal managers, non governmental organization (NGO) representatives and government staff on all facets of negotiation.

L O C A T I O N

The Bayside Resort

225 Route 28, West Yarmouth MA 02673

Mid-Cape Highway/Route 6 to Exit 7. Turn left at the end of the ramp onto Willow Street. Follow Willow Street for 2 miles to the second set of traffic lights (Route 28). Take a left onto Route 28 and the Bayside Resort is about 1.5 miles on the right.

Coastal Training Program Partners



Negotiating for Coastal Resources

Target Audience:

- Coastal Managers (federal, state, local)
- Municipal Officials
- Chairpersons of county/town boards & committees
- Managers, environmental organizations

January 24-25, 2008

Bayside Resort

225 Route 28, West Yarmouth

Developed & presented by:
NOAA Coastal Services Center

Organized & hosted by:
Wauquoit Bay National Estuarine Research Reserve, MA
Department of Conservation & Recreation