

Negotiation Strategies for CORs (1 day)

COURSE PERSPECTIVE

Contracting Officer's Representatives (CORs) serve a critical role in negotiating contract agreements. They identify technical/cost proposal weaknesses and potential tradeoffs. They assist the contracting officer in setting negotiation objectives including target, minimum, and maximum cost positions as well as technical must-have, give, and bargaining points. They assist the CO in developing a negotiation strategy and selecting tactics. And they assist the CO during negotiation; determine when/how to alter tactics; and evaluate results.

FAC-COR COMPETENCIES

This course addresses FAC-COR technical competencies listed in the FAI Competency Model dated October 1, 2022 for *General Acquisition Concepts* [Indicators 1.1, 1.3, 1.5] *Proposal Evaluation & Source Selection* [Indicator 5.3]; and professional competencies including *Adaptability, Conflict Management, Interpersonal Skills, Leadership, Oral Communication, Partnering, and Problem Solving*.

COURSE CONTENT

- Negotiations, when they occur, who conducts them, and applicable rules.
- Negotiation approaches, content of a negotiation plan, and characteristics of a successful negotiation attitude.
- Defining roles and responsibilities on the negotiating team.
- Preparing negotiating objectives based upon technical and cost evaluations.
- Determining must-have, give, and bargaining points
- Setting target, minimum, and maximum cost positions.
- Assessing bargaining power.
- Preparing a negotiation agenda.
- Determining a negotiation strategy.
- Selecting/applying bargaining tactics.
- Resolving disagreements through problem solving and concessions.
- Recognizing/defusing adversarial tactics.
- Identifying when/how to “close the deal.”

COURSE MATERIALS

Attendees receive a student guide comprised of 3 chapters, including easy-to-understand examples, application exercises, and case studies. This guide serves as an excellent desktop reference for later use.

Course handouts include government and contractor guidance/positions used to prepare for negotiations.

COURSE COMPLETION REQUIREMENTS/CLPs

Eight (8) continuous learning points (CLPs) are issued for successful course completion based on 100% attendance. The instructor may grant up to 30 minutes of excused absence.