



INTERNATIONAL RIGHT OF WAY ASSOCIATION

19750 S. Vermont Ave, Suite 220

Torrance, CA 90502

Phone: (310) 538-0233

www.irwaonline.org

Coming Soon!

Course 207:

Practical Negotiations for U.S. Federal Funded Land Acquisitions

Course 207:

Practical Negotiations for U.S. Federal Funded Land Acquisitions

Course Description:

This course will review the FHWA requirements that apply to negotiators, analyze those requirements in the context of individual personal negotiating style and provide practical approaches and tips to improve settlement rates for right of way acquisition.

This essential course is designed for:

- DOT employees and other highway oriented negotiators
- Land acquisition agents who have less than 5 years negotiation experience
- More experienced agents desiring a refresher
- Individuals seeking improved settlement rates for acquisition

Course Tuition Includes:

Participant's Manual

Recommended Materials:

"Successful Communication and Negotiation" – Textbook

Who Should Take This Course:

Ideal for both executive and entry-level professionals, "Practical Negotiations for US Federal Funded Land Acquisitions" teaches highway-oriented negotiators and land acquisition agents how to improve settlement rates for acquisitions.

