

Contract Negotiations

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4 Hour Course Outline

COURSE DESCRIPTION:

This course covers the general concepts of negotiations along with isolating various contract issues that provide occasion for differences between the parties that must be resolved by negotiation strategies. Attendees will demonstrate understanding of the negotiation process through break-out sessions from real life real estate transactions. Supported by full PowerPoint slide presentation.

TEACHING TECHNIQUES:

L=Lecture, PP=PowerPoint slides, V=Video clips and GE=group exercises.

LL LEARNING OBJECTIVES

- 1 Attendees will be able to distinguish between negotiation goals and objectives
 - 2 Attendees will become conscious of the role assigned to a negotiator by seller or buyer
 - 1 Attendees will demonstrate ability to work creatively with “positions” and “interests”
 - 2 Attendees will show awareness of models of human perception and behavior
 - 1 Attendees will be able to identify a variety of contract issues subject to negotiation
 - 1 Attendees will demonstrate negotiation knowledge and skills through participation in break-out sessions involving real estate contract related disputes
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General Introduction: Instructor, attendees and course objectives and expectations 10 minutes

I. Negotiation Basics 45 minutes

II. Negotiation Insights 30 minutes

III. Negotiation Insights 30 minutes

IV. Identifying Contract Negotiation Issues 40 minutes

V. Breakout Groups Negotiating Contract Disputes 75 minutes

VI. Round-Table Discussion Critique of Break-out Resolutions 10 minutes

General Introduction: Instructor, attendees and course objectives and expectations 10 minutes

I. Negotiation Basics 45 minutes

- A. Negotiation Philosophies and Goals
- B. Negotiation Results
- C. Parties Goals and Objectives
- D. Negotiator's Role
- E. Getting to Yes

II. Negotiation Insights 30 minutes

- A. Positions and Interests
- B. People and Problems
- C. Creative Use of "BATNA"

III. Negotiation Insights 30 minutes

- A. Abraham Maslow's Hierarchy of Human Need"
- B. Social Style Model and Examples
- C. Neuro-Linguistic Responders and Examples
- D. Choosing the Right Brokerage Relationship

IV. Identifying Contract Negotiation Issues 40 minutes

- A. Listing Agreement
- B. Purchase Agreement
- C. Management Agreement
- D. Lease Agreement

V. Breakout Groups Negotiating Contract Disputes 75 minutes

VI. Round-Table Discussion Critique of Break-out Resolutions 10 minutes

