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Course 207: Practical Negotiations for U.S. Federal and Federally Assisted Projects February 11-12, 2020 Stillwater, MN



Course 207: Practical Negotiations for U.S. Federal and Federally Assisted Projects

Course Description:

This course reviews the Uniform Act acquisition (negotiation) requirements for Federal and federally assisted programs. During this course, participants examine negotiations styles and explore practical approaches, and are also provided with tips on how to improve settlement rates for right of way acquisitions, with adequate consideration to significant right of way elements involved in the location and design of the project, including possible social, economic, and environmental effects.

Course Level:
Intermediate

Course Tuition Includes:

- Participant Manual

Topics:

- Federal Law and Regulations
- Acquisition Policies (General)
- Acquisition Policies (Negotiations)
- Negotiation Processes
- Common Issues
- Conflict Management Styles
- Characteristics of the Successful Negotiator

Recommended Materials:

- Successful Communication and Negotiation Textbook (separate purchase; available through IRWA's Publication Store)

Who Should Take This Course:

Ideal for both executive and entry-level professionals in the right of way profession, this course is designed for:

- Department of Transportation 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

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Register online at www.irwaonline.org / Fax this entire page to IRWA HQ: (310) 538-1471

Last Name First Name

Title

Company Name

Address

City, State, Zip/Postal Code

(____)____-____ Yes No _____
Phone Member Member ID Number

Email Address

If payment includes the fees for registrants other than yourself, check here:
(Please submit names of other registrants on a separate paper along with this form)
Will you also be attending? Yes No

Member Tuition	Non-Member Tuition	Total Tuition Amount
\$415.00	\$520.00	_____

Total Member Registrants: _____
Total Non-Member Registrants: _____

PRINT NAME AS IT APPEARS ON CARD: _____ 3-DIGIT CVV: _____

AMEX MC VISA Card #: _____ EXP: _____

SIGNATURE: _____ Date: _____ Amount to be Charged: _____

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Sponsor: IRWA Chapter 20
Date: February 11-12, 2020
Time: 2 days - 8AM to 5 PM Daily
City: Stillwater, MN

Accommodations:
Contact course coordinator for suggestions

Class Location:
Washington County Public Works
11660 Myeron Road North
Stillwater, MN 55082
Phone: (651) 430-4361
Participant Capacity: 25

Course Coordinator:
Mindy Leadholm, SR/WA
Washington County Public Works
11660 Myeron Road North
Stillwater, MN 55082
Phone: (651) 430-4361
Email: mindy.leadholm@co.washington.mn.us

Four Ways to Register:
Online: www.irwaonline.org
Fax: (310) 538-1471
Phone: (310) 538-0233, x138
Contact Course Coordinator

Course Instructor:
Georgia S. Snodgrass, SR/WA, R/W-NAC, R/W-AMC, is a popular Instructor for the CLS-Professional Development Institute (Contract Land Staff) as well as for the IRWA. She obtained her Bachelor of Science Degree in Business Education from Eastern Kentucky University, Richmond, Kentucky and obtained her Master of Science Degree in School Business Administration from Pepperdine University, Malibu, CA. Prior to joining Contract Land Staff, she was a Real Estate Representative III for the San Antonio River Authority with responsibility for acquisition and project management oversight on behalf of the River Authority, plus additional oversight responsibilities for the asset management program. Prior to the River Authority, Ms. Snodgrass was the chief negotiator for the San Diego Unified School District and was responsible for their asset management program for 32 years. She is past Chair of both Regions 1 and 2 and Past Chair of the International Membership Committee. She has been approved since 2007 to teach the 700 Series of IRWA Asset Management Courses as well as IRWA Communications Courses 205 and 213. In addition, she is a Certified Course Coordinator for her chapter.

Cancellation Policy: All classes scheduled by IRWA are subject to cancellation. All class registrants must contact the Course Coordinator prior to making travel arrangements, keeping in mind that the class may be cancelled at any time (for reasons including, but not limited to, insufficient registration, Instructor emergencies or other issues beyond the control of the chapter and/or IRWA). Fully liquidated damages for any losses incurred by a class registrant are limited solely to a refund of the registrant's prepaid class tuition. IRWA and its chapters assume no other registrant liability resulting from class cancellation.

Tuition Refund Policy: Written notification of intent to cancel registration must be received via email by both the Course Coordinator and IRWA Headquarters Education Staff (education@irwaonline.org) prior to the class start date in order to be eligible for a tuition refund. A full tuition refund will be issued if notice is received 15 days or more prior to the class start date; a 75% refund will be issued if notice is received less than 15 days prior to the class start date, and no refund will be issued for notice received on or after the class start date.