



TRAINING SERVICES: NEGOTIATION, FACILITATION, MEDIATION

Negotiation over complex environmental issues is often required in the day-to-day work of natural resource managers, agency regulators, non-governmental organization representatives, planners and applied scientists. Yet for many of these professionals, negotiation techniques and their practical application were not part of their earlier training. CONCUR's professional development courses are specifically designed to equip professionals with these skills. Our education and real-world experience make us a premier provider of environmental negotiation, facilitation and mediation training services.

CONCUR offers private, customized training programs. We work with organizations to determine their training needs and then design courses specifically tailored to the issues they are working to resolve. CONCUR staff have designed and taught dozens of customized training programs for clients, including: the Bureau of Land Management, the U.S. Department of Agriculture, the Louisiana Department of Environmental Regulation, the California State Water Resources Control Board, Pacific Gas & Electric Company, and Nevada Division of Water Planning. CONCUR has also designed and led international trainings in over 16 countries, including: the United Kingdom, Hungary, Israel, New Zealand, Namibia and other nations.

In addition to our customized courses, CONCUR offers two annual open-enrollment training courses: "Negotiating Effective Environmental Agreements," a two-day introductory course, and "Facilitating and Mediating Effective Environmental Agreements," an advanced three-day course.

Distinguishing Features:

Instructors Have Rigorous Training in Negotiation and Mediation: CONCUR instructors are meticulously trained in the process skills of the art and science of negotiation and dispute resolution.

Robust Portfolio of Simulations: CONCUR has developed a number of unique simulation exercises to give course participants the opportunity to function as negotiators, facilitators, and mediators on issues such as reconciling development and wetland protection, remediating toxic waste sites, framing dialogues on complex policy issues, and making decisions about regional infrastructure and industrial development. We update our simulations regularly to reflect evolving political and legislative developments.

Dual Expertise: CONCUR Principals and Associates have substantive knowledge of environmental science, law, policy analysis, and management.

Training Courses Built from Professional Practice: CONCUR grounds what is taught in the classroom with lessons learned from our active mediation practice. We bring that real-world experience into the training classroom and use it to inform our lectures and discussions.

University Teaching Experience: CONCUR instructors have each had university teaching experience and understand how to bridge theory and practice to enrich the experience of course participants.

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What Participants Have Said About CONCUR Courses:

"The CONCUR instructors are very easy to listen to, very informative, very respectful and inclusive, even entertaining. The case examples were excellent, the mix of participants extraordinary. I am really impressed with the whole package." - Land Use Attorney

"The caliber of CONCUR's work is what shines through, and your intention to share hard-earned wisdom is clearly present. Thank you for bringing this quality of work to environmental disputes!" - Environmental Consultant

"CONCUR's training provides resource agencies the tools they need to reach sustainable environmental agreements to the most complex issues. The trainers are well organized and present practical hands-on negotiation techniques." - Government Affairs Officer

"This is the most useful training I have ever received. I feel confident that I will be able to apply what I learned immediately. You have also set me on a continual learning path in this approach and skill set. What an accomplishment in 2 days!" - Negotiating Effective Environmental Agreements course participant

"Small simulation groups were great. In many classes all the simulations are large and allow people (me) to be relatively quiet and uninvolved. The small groups made it impossible to not participate and therefore really improved my level of involvement and learning." - Facilitating and Mediating Effective Environmental Agreements course participant

For more information about CONCUR courses, please visit our website at www.concurinc.com.

About CONCUR, Inc.

CONCUR, Inc. provides services in agreement focused mediation and facilitation, joint fact-finding, conflict assessment, environmental policy analysis, strategic planning, and environmental mediation training. Our staff has a unique dual expertise in both the process and substance of environmental decision-making. We are rigorously trained in the art and science of negotiation and dispute resolution, as well as in environmental planning and policy analysis. This dual expertise is the foundation of CONCUR's philosophy: to integrate different disciplines that strengthen our problem-solving capability so that we can provide clients the highest quality professional services.

For further information about our services please visit our web site at www.concurinc.com or contact us at:

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